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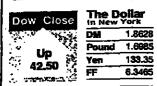
ing an uncertain future as

their role in Southeast Asia

Page 5.

Page 9.

Bank city of Nablus. Page 2. **Business/Finance** RTZ disposed of a 28 percent Page 9. MCosp turned to the FDIC for



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PARIS, SATURDAY-SUNDAY, OCTOBER 8-9, 1988

ESTABLISHED 1887

Rioters

**Algiers** 

Killed in

900 Are Seized

In 4th Day of

Price Protests

ALGIERS - Police and troops fired shots to disperse rioting

youths in Algiers on Friday, wit-

nesses said, and the armed forces confirmed there have been deaths on both sides in street battles that

have swept the city for four days.

Unofficial estimates say dozens have been killed and hundreds have

been wounded in the riots, which

were sparked by economic griev-

ances and reinforced by Islamic

militants. No official tally of the

said security forces had so far ar-

rested about 900 people caught

looting or vandalizing property.

Riots were also reported in other
Algerian cities. Air France said in

Paris that its office in Oran was

President Chadli Benjedid de-

clared a state of siege in Algiers, a city of 3 million, on Thursday and

ordered the army in to halt the riots. The violence sprang from an underground call for a general

strike over rising prices and govern-

The capital's night-time curfew, ordered on Thursday, was brought

forward on Friday from midnight

to 10 P.M. During the day, many

youths ignored an army order ban-

ning gatherings and collected in

large numbers at mosques and oth-

ment austerity policies.

The official news agency APS

casualties has been issued.

# Pinochet, in Accepting Defeat,

Washington Past Service SANTIAGO — President Augusto Pinochet has accepted the rejection of his rule by Chilean voters but has made clear that he ingine would continue its "great the nation after project on behalf of Chile."

I the step down earlier than called to maintain order. The 72-year-old gime would continue its "great the nation after armed with clubs in the defeat in the step area. If pas to remain firmly in charge for the rest of his term and that he is The region of th full democracy.

heated by Jia Vi Roders and accept the ma-jority verdict expressed yesterday," General Pinochet said in a brief applyance of the second of the Thursday night in committee civilian garb be wore with increasing frequency while campaigning ing frequency while campaigning he appeared in white ceremonial Fresher and appeared as head of the Chilean

dating in the discouraging to words that were discouraging to responsition leaders hoping to negothe brack the constitution—
approved in a 1980 referendum
("histories" by many to have been When trisither democratic institutions and reduce ha div. democratic institution over the armed forces' influence over

the public's mandate to pervert the plebiscite results when the something that the public itself de-

Kiosk

The Hungarian parliament

voted overwhelmingly on Fri-day to continue building a hy-

droelectric dam on the Dan-

ube despite appeals from

ecologists at home and

The vote was 317 to 19 to continue construction, with 31

abstentions. Environmental-

ists say the project will destroy wildlife, pollute the water sup-ply of three million people and

be economically senseless. En-

vironment Minister Laszlo

Marothy pushed through a

government recommendation

on the joint project with

Czechoslovakia.

abroad.

in the police said that two persons had been killed in the demonstrations in December 1989. He also remains head of the army, a post he can retain for at least four more years.

Conceivably, he could even sidestep constitutional technicalities and run for president again in next

General Pinochet's political opposition, with its victory by 54.7 percent to 43 percent, made an impressive statement, but by no means has democracy arrived in

Half an hour before General Pinochet began speaking on televi-sion, Santiago suffered its third widespread electrical blackout since Saturday. Thousands of resi-"No one can think that he has dents were in the streets celebrating

the constitutional referendum. He confrontations between the exualso squelched rumors that he berant crowds and police seeking

The 72-year-old ruler spoke to the nation after police officers armed with clubs fired water can-

Unknown assailants shot two other persons, who were in serious

ficers were injured, one seriously, and 58 demonstrators were de-tained and later released, they said. Lights had flickered back on throughout most of the capital by the time General Pinochet's speech

condition, the police said. Eight of-

"In the recent plebiscite," he said in the address, "it was not an ideology or a constitutional agenda at stake, only the election of a person to rule the country."

"At this supreme moment, I renew my vow to fulfill the mandate bout wavering and without self-See CHILE, Page 4



Smashed and burned cars on a street in an Algiers neighborhood after the rioting that struck the city during the week.

# Pentagon Will Halve Number of Weapons in Its Space Shield

**Hungary Backs** By John H. Cushman Jr. Danube Dam New York Times Service
WASHINGTON — The Penta-BUDAPEST (Reuters) -

initial phase of its system to defend for moving in steps toward com-against attacking missiles while pleting the initial system and would greatly increasing the number of ground-based weapons.

Because of this and other technical changes in the program, top officials told Congress on Thursday, the military now estimates that it can complete the initial de-months of review, in which the Penployment at a cost of \$69 billion, tagon sought to redesign the Strate-

Pentagon estimate of \$115 billion. WASHINGTON — The Pentagon intends to cut in half the number of space-based weapons in the

> lucci ordered the changes Tuesday. the Pentagon said. The decision culminates six

The thrust of the changes were

described by Lieutenant General not deploy weapons in space until near the turn of the century. more details Thursday at a joint Defense Secretary Frank C. Carhearing of the House and Senate Armed Services Committees.

James A. Abrahamson, the director of the program, in an interview last month. He and other officials gave Under the new plan, sensors in

space to detect and track missiles might be put into space before any weapons to destroy those missiles,

gic Defense Initiative, or "Star said General Abrahamson, who is Wars" program, to survive fiscal and political pressures.

Said General Abrahamson, who is stepping down as head of the program managers had cut substantially from the space-based interpolitical pressures. by Robert B. Costello, undersecre- ceptor, a weapon consisting of tary of defense for acquisition, and by General Robert T. Herres, vice satellites. chairman of the Joint Chiefs of

> satellites that would detect the launching of ballistic missiles might be made in a year or two, and they could be launched in the mid-1990s, they said.

In bringing the costs down, the

small rockets housed on orbiting

The design of these rockets and the computers and guidance sys-tems was simplified, and the numbers of rockets cut in half. While the total numbers are classified, previous reports have estimated that as many as 3,000 of the rockets might be deployed.

To compensate for the reduction

percent. The ground-based rockets

heads and are most vulnerable. program was dictated in part by recent congressional restrictions on spending for the program. It was also partly influenced by a growing

### they would be unable to reach ballistic missiles rising into orbit, when the missiles carry their war-

er flashpoints, like the May First The timing of the changes to the Square in the rubble-strewn city Gunfire rang out in two districts on the outskirts of Algiers late on Friday, witnesses said.

sacked.

They reported that troops in camouflage uniforms and helmeted police fired on crowds of youthful protesters who poured into the

streets after evening prayers in the city's mosques. Security forces were also blocking demonstrators, estimated by reporters to number at least 6,000, in

the Belcourt district of eastern Al-

Another witness described clashes between police and stone-throwing demonstrators at the main mosque at Bab el Oued and the Chevalier mosque, a renter of Algeria's Islamic militant movement.

No gunfire was reported in those incidents, however.

The new military command for Algiers, created on Thursday, said on Friday that both rioters and security personnel were killed in clashes on Thursday and early Fri-

Its communique did not give figures but residents of Algiers told of many dead and wounded in the clashes and an Algiers hospital said that by Friday morning it had tak-

See ALGIERS, Page 4

# Syria Is Called the Key To Freeing of Hostage By David B. Ottaway

and Nora Boustany Washington Past Service

WASHINGTON - The Lebanese group that released an Indian hostage Monday and still holds three Americans has ties to Syrian intelligence that made it possible for Syria, not Iran, to play the key role in gaining his freedom, according to Lebanese, Palestinian and U.S. sources.

Another hostage, the Anglican church envoy Terry Waite, is only a few days from freedom, two Lebanese newspapers reported Friday. The papers were Al Anwar, a conservative daily, and Ash Shaara, the weekly that in November 1986 broke the story of U.S. arms sales to Iran and negotiations with it over hostages.

The main link between the Islamic Jihad for the Liberation of Palestine, the shadowy group holding the three American educators, and the Syrian government is very likely the former head of intellisence for the pro-Syrian Shiite militia, Amal, according to the

The sources identified the man as Mustapha Dirani, an independent-minded Shiite hard-liner who was expelled from Amai in February for having refused to obey or-ders issued by Amal's leader, Nabih Berri. As former head of Amal intelligence, Mr. Dirani would have had direct and close ties with Syrian intelligence.

Sources in Beirut say that Mr. Dirani is strongly suspected of being a leader of the Islamic Jihad for the Liberation of Palestine and of still having ties to the Syrian, as well Iranian, intelligence service in Lebanon

If these report are accurate, then Syria may still be able to extract one or more American hostages

from the group. Syrian government officials initially promised the Reagan administration that such a release would happen early this week.

"The Syrians cut this deal," said Yahya Sadowski, a Syrian specialist at the Brookings Institution. "I don't think the Iranians did this at all. I haven't seen anything about this particular release to suggest the Iranians engineered it."

Lebanese sources in Washington and Beirut echoed this assessment, although State Department officials continued to steer reporters in the direction of Iran and away from Syria, "It's a signal from Iran," an official insisted after the release of Mithileshwar Singh, an Indian na-

See SYRIA, Page 3

# Debates Put Democrats Back in Race

By E.J. Dionne Jr. - New York Times Service

the 1988 presidential campaign appear to have done exactly what the Republicans feared: They have helped revive a badly wounded Democratic ticket

Two weeks ago, many politicians and consultants, including many Democrats, were talking about the possibility that Vice President George Bush would put the election out of Michael S. Dukakis's reach weeks before Election Day.

But with Mr. Dukakis's strong performance against Mr. Bush last month, voters seemed to pause to take another look at the Democratic national ticket. And when they looked Wednesday night, polls suggested, they were impressed by Senator Lloyd Bentsen's even stronger showing against Senator

The Democrats and the Republicans had distinct goals in the first two debates of the

WASHINGTON — The two debates of to give their ticket another hearing, the Republicans had what was on its face a simpler task: to reassure the electorate that George Bush and Dan Quayle were competent, clearheaded and not gaffe-prone. Mr. Bush, though less formidable than Mr.

### **NEWS ANALYSIS**

Dukakis, achieved that in the first debate. But it is not clear how Mr. Quayle held up his end Wednesday. The Republicans, of course, insist that he did, but the early polling suggests that after the debate, voters still harbored many doubts about the Republican vice presidential nominee and vastly preferred Mr. Bentsen's performance.

At the least, Mr. Quayle's showing will put more pressure on Mr. Bush to perform well in the final debate with Mr. Dukakis next week. Moreover, the debates came when Mr. Dukakis's campaign, after a rocky start, may final-

1988 campaign. If the Democrats needed to ly be in a position to take advantage of an use the debates to persuade a wary electorate opening.

Thursday to begin broadcasting a television commercial playing on voter doubts about Mr. Quayle's capacity to handle the presiden-While this might seem the obvious thing to

do, it is not at all clear that even two weeks ago, the Democrats would have been orgaed enough or decisive enough to act this

The test is whether the Bush campaign, so adept at controlling the campaign dialogue so far, will be able to influence the public response to the latest debate in a way that engenders more sympathy for Mr. Quayle than he seems to have now.

The Bush campaign tried to do so immediately, suggesting that the press panel was far tougher on Mr. Quayle than on Mr. Bentsen and arguing that Mr. Bentsen's crack to Mr.

See ASSESS, Page 4

### As Kinnock Seeks the Center, Hard-Liners Rein Him In

U.K. Labor: Fractious Future

By Karen DeYoung Washington Post Service

LONDON - By any logical political reckoning, Britain's opposition Labor Party ought to be starting the long climb back into power in public opinion polls, and many about now. With inflation and interest rates

rising and the largest trade deficit in history, Prime Minister Margaret Thatcher's Conservative government suddenly seems vulnerable. Mrs. Thatcher's new local taxation program is widely unpopular, and the public remains worried about the deteriorating state of the National Health Service.

The center parties that once claimed nearly half the anti-Thatcher majority are now weak and divided. Within the Labor Party, the vote-losing left wing has been effectively vanquished by the newly prosperous and increasingly

party mainstream.
Yet 16 months after its third party intellectuals have begun to

**NEWS ANALYSIS** question whether it can ever again

win power. As the party limped dispiritedly through its annual conference in the northern seaside city of Blackpool this week, its leaders acknowledged that some of Labor's most cherished beliefs - state ownership of industry, government control of the marketplace and unilat-

eral nuclear disarmament — were

macceptable to the majority of a

white-collar electorate. The leaders say they believe that straight electoral defeat. Labor re- such policies must be jettisoned or mains far behind the Conservatives at least moderated if Labor is to SULVIVE.

> The conference this year was billed as Labor's first firm stride toward demonstrating that it is prepared to make the necessary policy

But what seefns obvious to the party leadership and the intellectual elite was repeatedly rejected, in full view of the nation, by the trade union blocs and grass-roots party activists who like Labor the way it

One of the most damaging blows to the Labor leader, Neil Kinnock, See LABOR, Page 4

# Uzbekistan Shocked by the Socialist Heroes Who Lived Like Lords

The leader of the Labor Party, Neil Kinnock, making his speech to the party conference.

OKHUNBABAYEVA COLLEC-TIVE FARM, Uzbekistan, U.S.S.R. -Rustam Sadkhamedev has spent most of his life farming cotton in the vast fields outside Tashkent, and he cannot believe all the tales of Uzbek corruption and savagery he has read in the press.

How could Sharaf Rashidov, who won 10 Orders of Lenin in his long reign as the chief of the Uzbek Communist Party, lie about the size of the yearly cotton crops to win favor in the Kremlin and bilk the state of millions of rubles for himself and his cronies? How could the legendary Akhmad-

zan Adylov, a "hero of socialist labor" and the prototype for several adoring novels, run the Fergana Valley region like a feudal lord, living on an estate

afternoon break in the shade of his

and prosecutors have been implicated,

angry that we're all painted over with away."

dev said with disgust as he took an Brezhnev era as stagnant and corrupt. figures, sources said, still in positions of campaign, the republic must learn from shidov dominated that monoculture ab-But Mr. Churbanov is only a small, if power and influence, making reform, as its past and transcend it. combine. They seem so unbelievable renowned, part of the scandal. Hun- Mr. Gorbachev defines it, nearly imposto me, but now every day it seems like dreds of Uzbek party leaders, farm sible.

But it is a slow, painful process. In in high offices and making them all rich, the Samarkand bazaar, a young butch-

men, like Adylov, are just the descendants of the old evil lords. They wanted to live like Tameriane the Great."

In the central Soviet press and in the West, most of the amention surrounding the so-called Uzbek maña scandal has been descended as the Order of Lenin, not for ment but the so-called Uzbek maña scandal has been descended as the Order of Lenin, not for ment but the way people in Sicily or Palermo all I could think," Mr. Ergashev said, must feel sometimes of a genter-years, we were known for great strides ing cache of jewehry and money kept by in which with the country. Now we're views with people who had lived in fear the so-called Uzbek maña scandal has the Order of Lenin, not for ment but the way people in Sicily or Palermo all I could think," Mr. Ergashev said, must feel sometimes of apparent to the vary people in Sicily or Palermo all I could think," Mr. Ergashev said.

During the Brezhnev years, Mr. Ra-

solutely, putting his friends and family Curiously, people do not remember Mr. Rashidov as a tyrant. "Rashidov was an ordinary man, a quiet man, a

writer, a soldier in World War II," said Moutal Khalmuhamedov, the Uzbek party Central Committee's new chief ideologist. Great ceremony surrounded the Uzbek mafia chiefs. They built fantastic

summer homes for themselves, dressed in furs and jewels, are the finest meats nd drank French brandies. And, when they died, they went to their final rest at funerals suited to monarchs. They were a self-protective lot, given to hiring pro-

# Police Seize 30 At Soviet Rally

MOSCOW — About 30 people were detained by the police Friday during a banned demonstration by the Democratic Union, an opposition group calling for changes in the Soviet Constitu-

tion, organizers said. Yuri Mityunov, a spokesman for the group, said the organizers were seized as several hundred people gathered in Moscow's Pushkin Square for a meeting intended to mark the Soviet Union's Constitution Day, a public holiday. According to our provisional estimates about 30 people were taken away by police," Mr. Mityunov said.

The 30, some carrying banners demanding free assembly and freeing of political prisoners, were seized by police before they could start the meeting. The



we learn a little more about our rotten chairmen, bureaucrais, police officers "In school we learned about the Middie Ages in Central Asia, and these pant corruption of the 1960s and '70s. writers in the Uzbek language. "For "View." It showed pictures of a glitter-

centered on a Russian, Yuri Churrubles.

banov. A mediocrity whose singular

At a time when the Soviet leadership

"This has been a trauma to the 20 cr. Mamashariv Ergashev, described million people of Uzbekistan," said Er- how depressed he felt recently when

the same brush."

Cotton is at the center of modern

See CORRUPT, Page 4

crowd whistled and jeered the police.

achievement in life, it is said, was to marry Leonid I. Brezhnev's daughter on more responsibility for their own Galina, Mr. Churbanov is now on trial in Moscow for accepting more than \$1 filled with peacocks, lions and concu-bines and locking away his personal 

SLANDS EGYPT

CRI (-) -L and TURKEY

# **Troops Kill 4 Arabs** In West Bank Riot; 6-Month High Toll

JERUSALEM - Four Palestinians were shot and killed Friday by Israeli soldiers trying to quash riot-ing that erupted after the funeral of an Arab killed Thursday night in the occupied West Bank city of Nablus, Palestinians said.

It was the highest one-day death toll reported since April. The number of Palestinians killed by soldiers during the ten-month Arab uprising is now at least 253.

An army spokeswoman confirmed that two Palestinians had been killed in Nablus, but she said she did not know about the other deaths. She said the army was "checking the reasons for the inci-

Casualty figures among demon-strators in the West Bank and Gaza Strip have risen sharply since Israeli troops began using plastic bullets several weeks ago. Late last month, Defense Minister Yitzhak Rabin said the bullets were nonlethal. But on Aug. 26, three Palestinians were killed, and three more died the next died after being shot in the head day, most of them shot with plastic and chest. Jamal Ali Najjar, also

Mr. Rabin said the reason for using plastic bullets was to increase the number of injuries and thus discourage Palestinian demonstrators — not to cause deaths. The said. The fourth youth, Ahmad U.S. government and United Na-Masharwi, 17, died of a gunshot tions officials have deplored the use of the new ammunition. This week, a leftist Israeli mem-

### **Israel Gives Polio Shots** After Suspected Cases

JERUSALEM — Israel on Friday began vaccinating residents up to the age of 40 in its territory and in the occupied West Bank and Gaza Strip, the Health Ministry

The ministry decided on Thursday to offer everyone in that age backing the Palestine Liberation group the vaccinations after consulting foreign health experts. Doctors have diagnosed at least 10 possible polio cases in the past month and found traces of the disease in several areas of Israel.

### China Tests Nuclear Device

STOCKHOLM — China carried out a small nuclear test last week at its Lop Nor underground site in intended to divide our ranks." northwestern China, Swedish military scientists said Friday. It was the first Chinese test this year and only the second since 1984.

ber of parliament, Yossi Sarid called on the army to stop using the plastic bullets, adding: "They say the bullet isn't lethal, but I'm not sure the bullet knows it." It was unclear what sort of bollets were used in the shootings Fri-

Palestinians said the rioting Friday began immediately after the funeral of Adnan Khansa, 27, a testers Thursday night.

Nablus residents said the soldiers had chased the demonstrators into a mosque and opened fire during an evening prayer service. The army confirmed the death of Mr. Khansa, but said troops did not enter the mosque.
Following the funeral Friday morning Palestinians and soldiers

clashed in several parts of Nablus, where nots have occurred every day this week, and the four youths were killed.

Arabs said Samir Bahloul, 18 18, was killed instantly by a bullet in the head, they said.

Ahli Sayeh, 22, died after being Anglican hospital in Jerusalem wound to the head while being transported to another hospital in an ambulance, Arabs said. An army spokesman said 14 Pal-

estinians were wounded during the clashes. Arabs said they included two men hospitalized with critical gunshot wounds in the head.

Meanwhile, the Islamic Resistance Movement, known by its Arabic acronym Hamas, called for an end to feuding between rival Palestinian groups in a new leaflet distributed in the territories on Thurs-

Hamas has struggled for control of the Arab uprising with leaders Organization. In September, supporters of the rival groups fought in the streets over the enforcement of conflicting strike days, and set fire to one another's cars and stores.

The two movements are at odds over the status of Israel. Hamas demands the destruction of Israel, while the uprising's leadership favors a two-state solution.

In the new leaflet, Hamas blamed the rift on "the Jews and their supporters spreading rumors

It called for "the unity of all our people regardless of names or positions," and said: "Let our fight be united against the enemy."

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A few tickets are still available at: FF 1250 FF 500 PF 850 FF 200

> For reservations, please contact: Françoise DUMAS 13, até de Pusy 75017 Pans Tel: 42.67.61.63



The flag-draped coffin of the Bavarian premier, Franz Josef Strauss, being carried on a hearse in a funeral procession through central Munich on Friday evening. Thousands of Bavarians paid their last respects to the statesman who died Monday

# Munich Honors Strauss in Regal Pomp

By Serge Schmemann
New York Times Service

MUNICH - Bavarians bid farewell Friday to Franz Josef Strauss with a display of regal pomp and folk tradition perhaps unequaled in modern West Germany, and not seen in Munich since the fall of the Bavarian monarchy. Virtually all major West German leaders joined a broad array of diplomats and ranking emissaries from East and West - including President Pieter W. Botha of South Africa and the presidents of Togo and Niger - for the

The event began with a pontifical Requiem Mass in the twin-towered Frauenkirche in Munich and ended with a twilight march down Ludwigstrasse, lined with members of old Bavarian shooting societies, bearing banners and

wearing traditional dress. Thousands of Bavarians lined the route, just

as tens of thousands had filed past Mr. Strauss's bier, in an extraordinary demonstration of grief and fealty, since his death in Regensburg last Monday. So great was the crush that the authorities extended mourning hours long past midnight Thursday.

Mr. Strauss will be buried Saturday in a private family ceremony in Rott am Inn. the northern Bavarian home town of his late wife and where she is buried.

At the time of his death at age 73, Mr. Strauss still wielded considerable influence in Bonn as the head of the Christian Social Union, the conservative Bavarian party that formed part of Chancellor Helmut Kohl's ruling coalition.

But in his Bavaria, he ruled as the undisputed and enormously popular boss, a butcher's son who loved drinking beer and munching pig's knuckles in a village guesthouse, and a brilliant statesman-politician who mingled with the

world's leaders and oversaw the development of Bavaria into one of West Germany's most prosperous provinces.

At a memorial meeting in the Hercules Hall, in the old royal palace, the West German state president, Richard von Weiszäcker, said, "He thought in great perspectives and broad horizons, and he saw politics as a historic task.

"But in this world he always remained the immutable son of his Bavarian homeland." Deputy premiers of the Soviet Union, China and East Germany attended, testifying to the economic and political ties Mr. Strauss had forged with the Communist world, despite his

Pope John Paul II sent a message of condolence at "the heavy loss of this great and worthy Christian statesman," and Cardinal Joseph Ratzinger, a Bavarian, celebrated the Requiem

# 2d Parliament Is Besieged in Yugoslavia

ern republic, Montenegro, on Friday, refusing to leave until local Communist Party leaders resigned. Tanjug news agency said.

It was the second siege of a regional political base this week and an escalation of the protests linked to a power struggle in the ruling Yugoslav Politburo.

On Thursday, 100,000 protesters forced the party leadership of Voj-vodina, one of two autonomous provinces in the Republic of Serbia, to resign after a two-day siege of provincial party headquarters in Novi Sad. The protesters accused the local leadership of corruption. In Montenegro, Tanjug said, more than 10,000 protesting work-

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GENEVA
INTERNATIONAL CHRISTIAN FELLOWSHIP
OF GENEVA, English specking Sunday servica 12:00 noon at Chapelle dos Buis, 3 rue
Amat. Rev. Greg Fitch, P.O. Box 2447, CH1211 Geneva 2. (022) 32 08 67 CHURCH OF THE LIVING SAVIOUR, Geneva's International Pentecastal church, 20 Ave. Emest-Pictet. Enjoy a warm atmosphere of joyful, spittfilled warship in English. 10:30 c.m. and 7 p.m. Tel.: 447070 or 988580.

INTERNATIONAL BAPTIST CHURCH OF HAMBURG meets at Ev. Freikirchliche Gemeinde Christuskirche, Suttner Str. 18, Hamburg-Altona. Bible Study 1 p.m. + Worship 2 p.m. Tel. (0) 4101-207933.

HOLLAND
TRINITY BAPTIST S.S. 9:30, Worship 10:30, nursery, warm fellowship. Meets at Bloem-complian 54 in Wassencor, Tel.: 01751 - 78024.

LOUVAIN Welcome to English speaking INTERNA-TIONAL CHURCH OF EVANGELICALS in Louvain (ICEL), Workship Service: Every Sun-day 10:30 a.m. 40, Noomse Stroat, Leuven.

MUNICH INTERNATIONAL BAPTIST CHURCH, English speaking S.S. 11.45, worship 12.45, nursery, child. ch. provided. Holzstra 9. Evening ser-vice 7.00. Call Rev. Paul. Box C89-690-8534. MINICH INTERNATIONAL COMMUNITY CHURCH, services in English 4:30 p.m. Sun-days at Enhaber 5tr. 10 at Schwabing. (UB Theresienst), Further indo. cell Postor Romie Stevens (089) 850-8617.

PARIS
THE AMERICAN CATHEDRAL (Episcopol-Anglicon), Sun. 9 & 11 a.m. Sunday School for children and numery care at 11 a.m. 23 ave.
George V, Raris 8, Tel.: 47 20 17 92, Metro.

EMMANUEL BAPTIST CHURCH, 56 Rue des Bons-Roisins, Rueil-Molmoison. English speak, evengelical, all denominations. S.S. 9.45; Worship: 10.45. Other activities. Cell Dr. B.C. Thomas, Pastor. 47.49.15.29/-47.51.29.63.

UNITARIAN-UNIVERSALISTS will host Leo-nora Montgomery of Houston, Texas as their speaker on Sunday, 9 Oct. at 11:30 a.m. at 1 nora Montgomery of Houston, Texas as their speaker on Sunday, 9 Oct. at 11:30 a.m. at 1 rue de l'Oratoire. Metro Louvre. Rev. Montgomery will present "Through the Rythms and Chances at Life" and will explore UU strength that an guide us through the ebb and flow of life and its forces which are often beyond our control. Information at: 42 78 82 58 or 45 32 48 44. R.E. for children.

INTERNATIONAL BAPTIST FELLOWSHIP meets at 123 Ave. du Maine, Metro Gaité. Vesper Service in English every Sunday evening at 6:30. Tel. 47.49.15.29/47.31.29.63.

STOCKHOLM

BELGRADE — Thousands of ers, students and citizens of the protesters surrounded the regional republic's capital. Titograd, conparliament in Yugoslavia's south-verged on the regional parliament on Friday afternoon. Tanjug said many thousands

more were heading for Titograd in the evening from other towns in Montenegro and Serbia. Yugoslavia's biggest republic, to join the demonstrations. Other demonstrations erupted

on Friday as nearly 200,000 people joined rallies in three Serbian towns. They were backing the drive of the Serbian Communist Party leader. Slobodan Milosevic, to reduce the autonomy of both of Serbia's provinces. Kosovo and Vojvo-

The demonstration in front of the parliament in Montenegro was set off by a strike of about 1,000 construction workers over low wages and falling living standards, Belgrade radio said.

The crowd in Titograd velled "Kosovo is ours," "Down with armchair politicians" and "Long live the Serbian leadership."

name favorably and shouted, banian majority.

"Let's replace the thieves who have betrayed us". Kosovo and Vojvodina were de-tached from Serbia in all but name because of fear among non-Serbs

Tanjug reported earlier that about 100 people had been hurt, several seriously, when the police ciashed Thursday in Novi Sad with the country. Of 23 millions are Serbig to the country that the demonstrators who forced the tional party leadership for constiresignation of the Communist Par- tutional amendments that will ty leaders in Vojvodina Province. The news agency said four per-sons were arrested and 14 police-

men hurt by bottles and other thrown objects as 100,000 protesters besieged the party headquar-

Yugoslavs and foreign diplomats years ago. said it was the first time that the sign because of demonstrations.

The Vojvodina leadership first

They chanted Mr. Milosevic's nority in Kosovo by the ethnic Al-further details.

that protest there was peaceful and of being dominated by the largest that there were no clashes with the national group in this federal, de-

increase Serbian control over the two provinces.

His opponents contend that Mr. Milosevic has embarked on a dangerous course in a country that has been divided and practically leaderless since the death of Tito eight

The Serbs accuse the party lead- control of the Aegean Sea. leadership of a Yugoslav republic ership of encouraging Albanian na-or province had been forced to re-uonalism in Kosovo and bringing

Yugoslavia to economic ruin.
The daily newspaper Vecernje aroused anger among the prov-ince's two million people in July by armed ethnic Albanians in Kosovo moving against a rally by Serbs attacked Serbs on Wednesday as protesting what they said was un-just treatment of the Serbian mi-in the village of Vrbovac. It gave no

(Reuters, AP, NYT)

# Moscow Hit: From Russia With Sex

sensation in Moscow that the au- an in her 50s who saw the film. thorities have banned it from cine-

mas in the city center. "Malenkaya Vera" (Little Vera) is a damning depiction of ordinary Soviet family life in the provinces. But its frank political message is not what drew more than half a million people during the week it

Thatcher to Make Italy Visit The Associated Press

ROME - Prime Minister Margaret Thatcher of Britain will visit Italy on Oct. 21, her office announced Friday.

WALL STREET WATCH
IN THE MEDISON THUSDAY
IN COSTA GROWTH GOVERNOUS AFFECTING
THE US STOCK MARKETS

MOSCOW — The first Soviet
"The sex scene comes as a total
film to portray a couple in the act
shock — we have never seen anysoviet couples due to the housing of making love has created such a thing like this before, said a wom-

While the scene of Vera in bed with her lover Sergei is tame by Western standards, it is clearly what has mobilized the masses to queue for hours. At other cinemas around town,

new documentaries on prostitution and homosexuality are also drawing huge crowds — and, like "Malenkaya Vera", provoking an out-cry among Soviet citizens scandalized by the breaking of yet could not even type such things"—

At a recent showing of the film, touched by censors. Even so it was silence fell over the audience dur-ing the love making. But other outside the Sadovaya ring road, scenes provoked a strong reaction. which encircles the capital. In merciless detail, the film dis-

opened. They came for the sex. gei moves in with Vera's family—
"The sex scene comes as a total the only solution for most young crisis — a violent hatred develops between Vera's boorish father and

ence before a recent screening.

The couple marry, and when Ser- one goal — Communism."

the resentful young man. "Malenkaya Vera" is a serious film which has created a scandal. although it is not scandalous in itself," Lydia Gonyevskaya, an editor with Gorky Film Studios, which produced the film, told the audi-

She said Maria Khmelik, 27, the but the final product was un-

At one point, the couple in the sects the cruelty of ordinary Soviet film escape to the beach and Sergei life. Vera, who like most Soviet asks Vera if she has any goals in women has no access to birth con-ire. The audience laughed at her trol. gets pregnant almost immedi-dead-pan sarcastic reply: "In our country, Seriozha, we have only

# WORLD BRIEFS

# Italy Rebel Deputies Fight Vote Plan

ROME (Reuters) — Rebel deputies helped defeat the government three times in preliminary balloting on a parliamentary reform plant friedly, raising doubts about whether it could win the final vote next

A rebellion within Prime Minister Ciriaco De Mita's Christian Demo

A rebellion within Prime Minister Criaco De Mita's Christian Demotate Party over his plan to abolish almost all secret voting in parliament has brought Italy close to a government crisis that could provoke premature general elections.

Mr. De Mita, strongly backed by the Socialist leader. Bettino Craxi, wants to abolish secret voting because he sees it as the root cause of Italy's endemic government instability. But he is opposed by a large number of endemic government instability. But he is opposed by a large number of rank-and-file deputies who want to retain the independence to vote as they wish. The government won 16 secret ballots on the clauses to be voted Tuesday, but three were by majorities of less than 10 votes. In three cases it was defeated.

# Walesa Threatens a Boycott of Talks

WARSAW (Reuters) — Lech Walesa, the leader of Solidarity, said-Friday that he would boycott talks with Poland's authorities if a leaked party document ruling out the rebirth of his outlawed labor union proved

be authentic. Opposition sources said the document was telexed to party leaders in factories across the country Sept. 26. But the official news agency, PAP, said the document did not exist. Mr. Walesa said in a telephone interview from his home in Gdansk that he had not seen the document, which was nded to Western journalists Thursday. But he added: "If this document proves to be true. I will not take part in the roundtable, and I will tell everyone who listens to me not to take part. It makes no sense."

In the midst of the controversy, the police used truncheous to break up a rally of about 3,000 students who paraded through downtown Warsaw carrying red banners mocking the Communist system. About 40 students.

# Mulroney's Party Takes Lead in Poll

OTTAWA (Reuters) — The governing Progressive Conservative Party of Prime Minister Brian Mulroney appears to have opened up a solid lead in the first week of Canada's election campaign, a public opinion poll

In a survey of 1,512 Canadians conducted by Angus Reid, among voters expressing a preference the Progressive Conservatives received 4 gr, percent support, the social democratic New Democrats 27 percent and the Liberals 26 the Liberals 26 percent. But nearly a quarter of those surveyed said they were undecided. The election will be held Nov. 21.

Analysts said that events during the campaign like a proposed televised debate among the three party leaders could affect the outcome. A Toronto analyst, Donna Dasko, vice president of Environics Research Group, estimated that 35 to 45 percent of so-called decided voters could change their minds by the end of the campaign.

# U.S. Senate Sinks Bill on Child Care

WASHINGTON (AP)—By declining Friday to restrict debate, the,... Senate effectively ended and chance for action this year on a broad-legislative package intended to benefit families by providing child-care assistance, parental job leaves and a crackdown on child pornographers...
With adjournment expected next week, there is insufficient time to complete the measure.

Senator Christopher J. Dodd, Democrat of Connecticut, accused his colleagues of "a filibuster by silence; nine days of stalling; nine days of total inertia." He said the action meant that the business community, the chief opponent of the parental leave section, had prevailed.

Mr. Dodd had first submitted a bill requiring employers of more than "50 people to offer workers at least 10 weeks of unpaid, job-protected leave." when they had newborn, newly adopted or sick children or had serious, medical problems themselves. The Senate added a measure creating new punishments for those possessing, selling or distributing child pornogra-or phy. The bill later acquired a third section that would have helped low-

### income parents pay for child care. U.S.-Greek Negotiations to Continue

ATHENS (AP) — Greek and American negotiators have completed artistioned of talks on a new agreement on U.S. bases and will meet again. next month in Washington, a government spokesman said Friday.

The spokesman, Sotiris Kostopoulos, said American military aid to- 1

Greece had been among the issues discussed but that a Greek demand for if the closure of the U.S. Air Force base at the Athens airport had not been "specially touched upon." Greece is insisting that Hellenikon Air Base. where 1,400 American servicemen are stationed, be closed after the current agreement expires in December.

Greece receives more than \$430 million in U.S. military credits as a i form of rent for the bases. The government also is eager to ensure that a long-standing 7-to-10 ratio in American military aid to Greece and ; Turkey is maintained. In addition, Greece is understood to be seeking. U.S. backing for its positions in disputes with Turkey over military;

# College in Paris Becomes University

PARIS (IHT) — The American College in Paris has changed its name to the American University of Paris, the institution has announced. IX said the change was made in keeping with "the outstanding growth and development which the university has experienced in recent years."

The university, founded in 1962, has about 1,000 students. Half are

Americans, 15 percent are French and the others come from 65 countries. The full-time and part-time faculty numbers 120. The university grants bachelor's degrees in eight fields and is looking "very closely" at begin -- ning a graduate program, a spokeswoman said.

David McGovern, a Paris-based senior partner in the American law of the partners of the standard of the control of the control

firm Shearman & Sterling, has replaced Pierre Salinger as chairman of the university board of trustees. Mr. Salinger, ABC's chief foreign correspondent

### For the Record

Moslem leaders in Beirut rejected on Friday a French proposal that the United Nations should supervise a presidential election in Lebanon to resolve the country's political crisis, officials said. Diplomatic sources in the country's political crisis, officials said. said Foreign Minister Roland Dumas of France suggested to the other-permanent members of the Security Council that UN troops should a safeguard an election. (Reuers)

# TRAVEL UPDATE

# Strike Disrupting Italian Air Traffic

ROME (Reuters) — Italian pilots, air traffic controllers and air stewards called a six-hour strike for Saturday that was expected to cause.

widespread delays and cancellations.

The state airline, Alitalia, warned domestic and international passengers to expect cancellations during the 8 A.M to 2 P.M. strike period, saying only flights to the islands of Sicily and Sardinia would be

Algeria's national carrier, Air Algérie, has cancelled all international and domestic flights until further notice, but other companies are still operating out of the capital, Algiers, where rioting broke out this week, airline workers said Friday. No official reason has been given for the suspension of Air Algerie flights, but airline staff members said there were difficulties in assembling flight crews because of the state of siege!

# 2 Baltic States Accept Ethnic Languages

MOSCOW - The parliaments to give official status to the lanto give official status to the tanguages of their republics, in an apsurage concession to a resurgence

A Lithuanian journalist contact of national feeling in the Soviet

The two parliaments have also formally reinstated their flags. Lithuanian and Latvian journalists said on Friday. It is the first time the flags have been recognized since the republics were absorbed. with neighboring Estonia, into the Soviet Union in 1940.

Baltic region.

The moves came just before a mass rally Friday in the Latvian capital Riga before the founding congress this weekend of a new mass movement called the Latvian Popular Front.

adopted as the official language by small majority in Latvia and Estothe republic's parliament on Thursof Latvia and Lithuania have voted day. It did not mention the approval of the republic's white and red

ed by telephone from the capital. Vilnius, said that the Lithuanian parliament, too, had passed resolutions on Thursday that approved the use of the language and official use of its flag. The yellow, green and red Lithu-anian flag was hoisted in front of a

cheering crowd of 100,000 people in central Vilnius on Friday morn-Language and the national flag are potent symbols in the Baltic republics where the Kremlin's policy of glasnost, or openness, has allowed increasing demands for de-

guage and culture are threatened by mass immigration from Russia and other parts of the Soviet In Estonia, where the governing

Communist Party appears to have taken democratization further than elsewhere in the country, the flag was given national status in June. The Estonian language has not yet been made official but its par-liament is working on legislation likely to be adopted later this year.

Fopular Front.

The Popular Front of Estonia which appears to have led the way in the growth of the new mass movements in the Baltic since its creation in April, held a congress in its capital, Tallinn, last weekend,

In a two-day session broadcast live across the republic, the congress voted to contest parliamenta-ry elections and it called for an end to immigration from other Soviet

A similar group, Lithuanian Movement for Perestroika, will The elevation of Latvian to an hold its founding congress in Vilniofficial language has been one of us on Oct. 22,
the central demands of the Latvian

■ Crowds Rally in Latvia Previously, only the Soviet
Transcaucasian republics had official languages that were not Ruse

More than 100,000 people railied in a park in Riga on Friday, on the eve of the founding congress of the The official Soviet news agency
Tass, in a brief report from Riga, confirmed that Latvian had been
The official Soviet news agency
Tass, in a brief report from Riga, confirmed that Latvian had been
The ethnic people of the three confirmed that Latvian had been
The Latvian movement has said it will present its own parliamentation being congress of the Latvian Popular Front, according to the official news agency Tass, it will present its own parliamentation being congress of the Latvian Popular Front, according to the official news agency Tass, in a brief report from Riga, confirmed that Latvian had been some parliamentation being congress of the Latvian Popular Front, according to the official news agency Tass, in a brief report from Riga, confirmed that Latvian had been some parliamentation being congress of the Latvian Popular Front, according to the official news agency Tass, and the confirmed that Latvian had been some parliamentation being congress of the Latvian Popular Front, according to the official news agency Tass, and the confirmed that Latvian had been some parliamentation being congress of the Latvian Popular Front, according to the official news agency Tass, and the confirmed that Latvian had been some parliamentation being congress of the Latvian Popular Front, according to the official news agency Tass, and the confirmed that Latvian had been some parliamentation being congress of the Latvian Popular Front, according to the official news agency Tass, and the confirmed that Latvian had been some parliamentation being congress of the Latvian Popular Front, according to the confirmed that Latvian had been some parliamentation being congress of the Latvian Popular Front, according to the Confirmed that Latvian had been some parliamentation being congress of the Latvian Popular Front, according to the Confirmed that Latvian Popular Front,

# Pretoria Chides Cuba on Troops

JOHANNESBURG — Southed Africa said on Friday that a build-up of Cuban troops in Angola had become intolerable and accused. Havana of wrecking efforts to: bring peace to the region.

The official state radio launched one of its strongest attacks on Cuba, shortly before Angolan peace talks were to resume in New

South Africa, Angola and Cuba-are taking part in the U.S.-mediat-ed negotiations.

Pretoria refuses to grant inde-pendence to South-West Africa un-til Cuban forces pull out of Angola. "Cuba is not only stalling on an acceptable timetable for the with-drawal of her troops from Angola, the radio said, but is continuing

with a massive buildup of troops in

that country."



# Tax Code For Dukakis Camp, Risky Betting on Middleweight States Beyond the dollars, Beyond the dollars, and the Rocky Mountain West fallBeyond the Rocky bel Deputies Fight of 'Errors' andst about wheles:

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IL UPDATE g Italian tir Iral

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structors like Mr. Singh at Beinut president. University College, would be freed. For still unexplained reasons, Mr. Singh was released rather than ing with Secretary of State George either of the others. The third P. Shultz in New York and allowed - F - F American educator is Dr. Jesse the Syrian official to make the an-12/24 gd fi some

One possible explanation, ac- peared not to be pure coincidence

# Studied

U.S. Corporations Would Get Relief

By Dale Russakoff h ushington Post Service

correct scores of unintended errors in the Tax Reform Act of 1986 also contains a provision that would grant \$1.7 billion in tax relief for a handful of the nation's largest multinational corporations.

The relief measure, which passed the House and is now on the Senate flage, is drawing attention because it is the most costly provision in the House bill and because companies advocating it have given more than \$500,000 in campaign contributions in the last two years to members of the House Ways and Means and Senate Finance committees, which write tax measures.

The bill has taken on urgency because companies favoring it including such corporate giants as International Business Machines, IRW Inc., EL du Pout de Nemours & Co., Monsanto Co., Bechtel Group Inc. and others - have linked it to American economic competitiveness. They have warned that unless Congress acts, the tax code will be discouraging the па-tions's leading multinational firms from doing research in the United

ner, Mr. Reagan said: A congressional staff analysis concluded that 50 to 70 companies other night, I know the Bushwould have their tax bills reduced by an average of \$18 million to \$27 million over the next three years. Quayle ticket will continue the policies of peace and prosperity that have, as Dan said, made this great

Representative Beryl Anthony Jr., an Arkansas Democrat who has championed the companies' position, said in letters to fellow Ways and Means members earlier this year that passing the provision "has become critical." In Michigan, a state with 20 elec-toral votes, opinion surveys give

Mr. Anthony has received \$19,000 in campaign contributions in the last two years from companies in a coalition supporting the legislation, according to his filings with the Federal Elections Com-mission. Representative Sam M. Gibbons, Democrat of Florida, a senior Ways and Means Committee member, has received \$14,500. Representative Charles B. Rangel, Democrat of New York, another senior panel member, has received

In the Senate, the chairman of the Finance Committee, Lloyd Bentsen of Texas, the Democratic vice presidential nominee, led the panel with \$51,250 in contributions from the affected companies.

Republicans otherwise outdid Democrats on the Senate panel. The six biggest recipients after Mr. Bentsen were all Republicans: John C. Danforth of Missouri, who got \$44,200; Malcolm Wallop of Wyoming, \$35,780; John Heinz of Pennsylvania, \$35,050; John H. Chafee of Rhode Island, \$31,900; William V. Roth Jr. of Delaware, 26.700: and David F. Durenberger of Minnesota, \$26,000.

At issue is a long-running debate over how much multinational corporations should be allowed to de-duct on their U.S. (ax returns for research that benefits foreign as well as domestic sales.

The companies concede that, according to pure tax theory, they should not take tax deductions in the United States for research that produces foreign income. The theory is that research leading to in-come in, say, France should be deducted against income in France.

The problem with the theory is that most research is too basic to relate directly to a product whose sales can be measured. Moreover. foreign tax systems reject the U.S. argument that research conducted in the United States can be deductal there.

The issue has been in limbo since 1977, when the Treasury Department proposed that companies deduct 30 percent of all U.S. research expenses in the United States, di-viding the remainder between U.S. and foreign tax returns based on the ratio of U.S. to foreign income or sales. The companies vociferous could lead to the lawyers' suspenly'opposed this. Congress has prevented the regulations from taking effect with a series of temporary

(Continued from Page 1)

Syria, however, is believed to be

even more anxious than Iran to please the Reagan administration because of its desire to secure U.S.

support for its dominant role in

past six months over Lebanon. The United States came out

strongly behind the Syrian choice

for president of Lebanon, a little-

known member of Parliament, Mi-

chael Daher, even though he was

strongly opposed by anti-Syrian Christian factions in Lebanon.

foreign minister, Farouk Shara,

Monday that an American hostage

was about to be released. U.S. offi-

Significantly, it was the Syrian

tional with a U.S. permanent alien

n sident card.

RALEIGH, North Carolina In the poker game of presidential politics, North Carolina represents a particularly intriguing challenge to Governor Michael S. Dukakis's campaign managers. Some time in the next two weeks they have to make what amounts to a milliondollar bet on 13 electoral votes.

This is one of a half-dozen midsize states, ranking just behind the closely contested Electoral College WASHINGTON - A bill to giants like California, Pennsylvania, Illinois, Michigan and Ohio, where Mr. Dukakis remains in serious contention against the Republican nominee, Vice President George Bush

As Election Day draws nearer, the costs of staying in the game rise.
Get-out-the-vote operations, direct mail and especially purchases of

By Julie Johnson

New York Times Service

Reagan, in a campaign swing to America's automobile manufactur-

ing capital and its conservative eth-

nic suburbs, joined efforts Friday to neutralize damage after the vice

In four separate appearances Friday, Mr. Reagan went out of his

way to mention Senator Dan

Quayle, something he has rarely

done in his stump speeches for Vice President George Bush.

Speaking at a fund-raising din-

"After watching the debate the

For Mr. Reagan, whose 1980 ap-

pearance in this city at the Republi-

can National Convention was

largely a coronation, this trip un-

derscored the importance of the

state to Republicans in November.

Racism Case

N.Y. as Hoax

New York Times Service

faking a tranmatized daze.

The report portrayed Miss Braw-

escapade puffed up for the political

Tawana Brawley's appearance on

Nov. 28 that is inconsistent with

this condition having been self-in-

cials who had been implicated by

Attorney General Robert

Abrams, the special prosecutor in the case, said he had asked state

judicial disciplinary authorities to investigate the conduct of Miss

Brawley's lawyers, Alton H. Maddox Jr. and C. Vernon Mason.

With a 10-page letter detailing acts of "irresponsible behavior,

ranging from "spreading lies" about the case to advising their

clients to withhold cooperation

with law enforcement authorities,

The grand jury did not criticize

Miss Brawley or her family and

cording to Lebanese and U.S.

sources, may have been the intense

rivalry between Syria and Iran, and

their respective intelligence ser-

vices, for control and disposition of

Sheikh Mohammed Hussein

Fadialiah, the spiritual leader of

anon for complicating the release

of the hostages. He also predicted

that there would be no further re-

leases until after the U.S. presiden-

The first word that Islamic Jihad

for the Liberation of Palestine was

interested in releasing one or more

of the four hostages in its posses-

clearly orchestrated for the visit to

Damascus and Beirut of Assistant

the American hostages.

flicted," the report concluded. It said there was no cover-up by the police and cleared several offi-

the girl's advisers.

sion or disbarment.

**SYRIA:** Link to Hostage's Release

Lebanon, increasingly being con-tested by Iran. There has been close group Hezbollah, this past week

tested by Iran. Increment over the Syrian-U.S. cooperation over the publicity blamed the rivalry among foreign intelligence services in Leb-

who announced in New York on sion came on Scpt. 15 and was

cials were told by the Syrian authorities to expect that either Alann phy, who was then seeking to avert

Steen or Robert Polhill, both in- a crisis in Lebanon over its next

tial election.

Rejected in

nation 'the cavy of the world'."

presidential debates.

DETROIT - President Ronald

And there is no reward for finishing a close second. If he loses, he loses all of North Carolina's electoral votes, whether the margin is the two points by which President Jimmy Carter was beaten here in 1980 or the 24 points by which Walter F. Mondale was blown away in 1984.

This past week, as the odds got tougher, the Dukakis forces raised bets. Democratic tracking polls in the state mirrored the results of a Bush campaign survey that showed the vice president opening his first clear lead — six or seven points - over the Massachusetts governor before the vice presidential debate was held on Wednesday. The Dukakis response was to announce an increase in the

chael S. Dukakis.

Dukakis's 43 percent.

A recent statewide poll, conduct-

Seven percent of the voters sam-

Without mentioning Mr. Duka-

kis by name, Mr. Reagan ham-

mered away at what Republicans

perceive as the weaknesses of the

Democrat, crime and defense, and

sought to raise doubts in the middle

class about the Massachusetts gov-

want to help the American middle

"What they're planning to do for the American middle class is to tax

them and tax them and tax them

Earlier, in a brief hmcheon ap-

pearance in the Detroit suburb of

Sterling Heights, Mr. Reagan

opened fire on the governor's eco-

nomic record and assailed his posi-

class," Mr. Reagan said.

SOME MORE."

tions on defense.

The liberals are saying they

ed by the Detroit News, showed Mr. Bush with 50 percent to Mr.

When Mr. Dukakis's state campaign manager. Paul Sullivan, put out word of the moves. Steve Schwartz, the Virginia political opcrative who came in to run the state campaign for Mr. Bush, said, "I'm delighted. We've got eight on our payroll, and I know what their 90 are costing them."

William T. Graham, state bank-ing commissioner and Mr. Bush's state campaign chairman, added. The more they spend here, the better. In the end, they can't sell Dukakis in North Carolina, but I'm

happy to see them try."

Privately, a number of current

think of the defense of the Free

World. Of course other people now look at our tanks and think of what

This was a reference to Mr. Du-

ed beside the tank.

ported from Xenia, Ohio.

presided over a criminal justice sys-

tem in Massachusetts that is "com-

pletely out of whack: a Twilight

Zone' world where prisoners' right

to privacy had more weight than

the citizen's right to safety."

"overlay," an extra-heavy buy, for the current national television ads. the South, as the Bush forces know.

"We've done a good job of selling the message that Dukakis is a liberal," Mr. Graham said, "and if we can't sell peace and prosperity, we don't deserve to win. But this is a more moderate state than the son. One-quarter of the campaign Reagan Democrats and there is a time-for-a-change psychology."

Governor Terry Sanford built an exceptional degree of party unity behind his successful Senate campaign. And that has carried over to 1988. Until the latest private polls, Mr. Dukakis was running more strongly against Mr. Bush than

**Reagan Pitches In to Repair the Damage** Mr. Bush a lead over his opponent in criticizing Mr. Dukakis, who kis "still clings to a discredited lib-for the presidency, Governor Mi-last month was filmed in Sterling eral ideology that blinds him to the Heights riding in a tank, Mr. Rea-gan said: "When I see our tanks I

true causes of crime." Mr. Dukakis, he said, only amended his state's prison furlough law this year "under the bright spotlight of the national presiden-

pled in the poll, which had a 5 percent margin of error, stated they were undecided.

him, not me — called Pee-Wee's armored adventure."

This was a reference to Mr. Du-The furlough program was created in 1972 by Governor Francis W. Sargeni, a Republican.

kakis, who is 5 feet, 8 inches (1.72 Mr. Bush said Mr. Dukakis meters) in height, appearing dwarfshould have apologized to a La Plata, Maryland, couple, Clifford ■ Bush Pushes Crime Issue and Angela Barnes, who were sav-Mr. Bush cited crime on Friday agely attacked by a convicted muras the issue on which he is most at derer, Willie Horton, in 1986. Mr. odds with Mr. Dukakis, saying his Horton had been granted a week-Democratic rival has "an astound-ing lack of sensitivity" to crime victims, The Associated Press reend furlough.

Mr. and Mrs. Barnes have agreed to tape radio ads in behalf of the vice president's campaign. Mr. Bush said Mr. Dukakis had

"I'm not going out there to cam-paign for Bush," Mr. Barnes said before he left for California, adding that "the facts speak for them-

The Dukakis campaign has criticized the opposition for exploiting In remarks to law enforcement officials, Mr. Bush said Mr. Duka- a "tragedy."

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lookware, all recording he looking as new.
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Although Mr. Dukakis finished third in the North Carolina primary, he has drawn into his campaign both the conservative Democrats who lined up behind Senator Al-bert Gore Jr. of Tennessee and the blacks who backed Jesse L. Jack-Deep South. Bush won't get all the staff are former Jackson workers.

Still, the Dukakis campaign faces tougher choices in North Car-In 1986, former Democratic olina and similar states than does and large chunks of television mon-Mr. Bush, With much of the South

votes going into the final four sugged in more directions than Mr.

Needing less, Mr. Bush can afford to invest more in the North Carolinas of the country, figuring battlegrounds, can ill afford strategic misjudgments that cost him valuable campaign time, workers

unem part-timers. At the same time, the campaign purchased its first radio ad time and ordered an "overlay," an extra-heavy buy for "overlay," and "overlay weeks than Mr. Dukakis can claim. Bush because his assured Electoral College base is smaller.

What makes it all the harder is the realization on both sides that that if one does not pay off in the realization on both sides that victory, another might. Mr. Duka-kis, spread more thinly over more commuted. They are soft on Bush and on Dukakis," said Linda Ashendorf of Charlotte, a Democratic National Committee member, "Whoever has the best ads and

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sonal belongings and luggage.

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# THE HUSTINGS

# A Dukakis Fumble on Foreign Trade

WELLSTON, Missouri (AP) - Governor Michael S. Dukakis criticized the Reagan administration Friday for standing by while foreigners are "buying up America," but he mistakenly told workers at a plant owned by Italians that they were "survivors" in the international trade

By Robert D. McFadden The Democratic presidential nominee used the Moog Automotive Co. plant as the backdrop for a campaign speech criticizing a statement by NEW YORK - Concluding a Dan Quayle, the Republican vice presidential candidate, that he welseven-month investigation, a New York state grand jury has released a comed foreign investment in U.S. factories, business and real estate.

In his speech, Mr. Dukakis referred to the company as one of the "few survivors" of the anto parts industry's battle with foreign competitors. detailed report of evidence that Tawana Brawiey, a black teen-ager. But the Moog family sold the company more than 10 years ago to the American subsidiary of IFI, a Turin company owned by the Agnelli · had fabricated her nightmarish tale of abduction and sexual assault at family, which controls Fiat. the hands of a gang of racist white

### Tax Break Gains for Savings Bonds The report, issued Thursday,

WASHINGTON (WP) — The Senate, taking up a popular election-year cause, voted unanimously Thursday to provide a tax exemption on interest from U.S. Savings Bonds bought to help defray the costs of documents an array of medical, scientific and evidence of witnesses indicating that Miss Brawley had concocted the degrading condition in which she was found in Wap-Under the proposal, interest on a savings bond purchased after pingers Falls, New York, on Nov. 28 by smearing herself with feces, writing racial sturs on her body and

enactment and turned over to a college or post-high school vocational institution would not be counted as part of a family's taxable income. The program was approved, 94 to 0, as part of an omnibus tax bill that faces uncertain prospects as Congress pushes to adjourn by this weekend.

### ley's story as little more than a girl's Low Environment Rating for Quayle and racial agendas of her advisers. "There is nothing in regard to

WASHINGTON (NYT) - The Republican vice presidential candidate, Senator Dan Quayle, who claimed "a very strong environmental record" in the debate with the Democratic candidate Wednesday night, received 20 out of a possible 100 percent in a "scorecard" on congressional action on environmental issues issued Thursday by the League of Conservation Voters. Senator Lloyd Bentsen, the Democratic candidate, scored 40 percent. The average for Senate Democrats is 56 percent; for Senate Republicans, 37 percent.

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# **ALGIERS:**

# Rioters Killed

(Continued from Page 1) en in some 50 wounded youngsters since Tuesday evening.

Exiled former President Ahmed Ben Bella said in Switzerland on Friday that rioting had spread to the western port of Oran and the provincial cities of Batna, Msila, Mostaganem and Setif.

"Oran has joined the protest movement," Mr. Ben Bella told Reuters by telephone. "People have been killed and others wounded in all these cities.

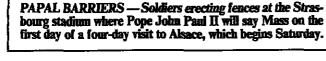
Mr. Ben Bella was president of Algeria from independence in 1962 until he was overthrown in a military coup in 1965.

Youngsters angered by falling living standards took to the streets on Tuesday evening. On Wednesday, they rampaged through the center of the city, looting shops and setting fire to government cars and buildings.

The disturbances have disrupted traffic at Algiers airport and have led to shortages of bread and other

A witness to Thursday's street fighting in Algiers said on Friday that she saw army armored personnel carriers firing on crowds on one of the capital's suburban highways.

"All the young boys were throwing stones," she said. "Then we heard the army open fire, and the crowd fell back in response, with some of them falling on the



COLOMBO, Sri Lanka - The government invoked sweeping emergency regulations Friday, including the takeover of private businesses, in a bid to break a planned anti-government strike by Sinhalese militants.

The measures take effect Satur-

known as the JVP or People's Liberation Front, called a general strike for Monday, a day after a

port from southern Sri Lanka where the majority Sinhalese community lives. The group is violently opposed to the Indian-Sri Lankan peace accord of July 1987 aimed at ending a bloody Tamil separatist

The front has been accused of

# **SDI:**

Space Shield Cut

(Continued from Page 1) realization in the Pentagon that it

could not afford a more expensive plan now that military spending in general is being cut.

But the plan also represents an effort by the program's most ardent supporters to preserve their goal of deploying a missile shield, complete with weapons in space, as soon as possible.

That goal is President Ronald Reagan's highest military priority, but one that has been subject to criticism from its inception. Its future is uncertain as his administration comes to a close.

At the hearing, some lawmakers expressed skepticism at the latest cost estimates of the program and mentioned political obstacles to the olan's completion, including the fact that it would require abrogating the Anti-Ballistic Missile Treaty of 1972

In presenting details of the changes in the plan to lawmakers for the first time, senior Pentagon officials said that the performance requirements set by the Joint Chiefs of Staff for the initial defensive system had not been changed.

The goal is reportedly to build a system capable of intercepting a third of the warheads in a Soviet missile attack, including half of the warheads from the powerful SS-18

The military purpose of the mitial phase is not to provide a leakproof defense of the entire United States, although that remains the ultimate goal. Instead, the first ohase would put into space a shield that would intercept enough missiles to discourage a first strike.

But the weapons to accomplish these goals have not yet been designed and the performance speci-fications are considered very diffi-

The Pentagon, describing the changes in the design of the initial phase, said the program would also maintain the option to develop a limited protection system." That was a reference to suggestions that the military should proceed with a much smaller, ground-based defense to protect only a few crucial military sites against missile attack.

# ASSESS: Debates Put Flagging Democratic Ticket Back in the Race

(Continued from Page 1)

Quayle about John F. Kennedy - "You're no Jack Kennedy" - was mean.

To make this point, the Republicans rolled out their biggest gun, President Ronald Rea-gan himself. "I thought that remark was a chean shot and unbecoming to a senator of the United States," Mr. Reagan said.

The president's comment reflected the importance of that exchange - the most dramatic since then Ronald Reagan leveled President Jimmy Carter with his dismissive "there you go again" in their 1980 debate - and also showed how worried Republicans are about how the debate would play.

The public, which was divided in its view of the Bush-Dukakis debate, seemed to have few doubts about this one. In a CBS News Poll of debate watchers conducted Wednesday night, the popular verdict was overwhelming: 50 percent said Mr. Bentsen had done better or won; only 27 percent said Mr. Quayle had won. Even among Mr. Bush's supporters, only 44 percent rated Mr. Quayle the winner. None of this means that Mr. Dukakis and Mr. Bentsen are now cruising to victory. The polls also included some positive news for

For example, before the debate, only 37 percent of those who watched the debate said Mr. Quayle was qualified to serve as president; afterward, 47 percent said so. But 48

percent said they were still worried about his capacities. Before the debate, 42 percent said Mr. Quayle "understands the complicated problems a president has to deal with"; afterward, 54 percent said this.

The problem is that on both these counts, Mr. Bentsen also increased his standing with the public, and it remained much higher than Mr. Quayle's. Even before the debate, 64 percent of those who watched the encounter thought Mr. Bentsen was qualified for the presidency; afterward, 78 percent did. Before the debate, 78 percent thought Mr. Bentsen understood the complicated problems that confront a president; afterward, 84 percent

The result is that while Mr. Quayle reassured some voters, Mr. Bentsen did so well that he actually widened his advantage over the Indiana senator in at least some respects. Mr. Bush's aides were quick to point out that the vice presidency is important to only a minority of voters in helping them to decide which ticket to vote for. It is thus even less likely that a single vice presidential debate will foom as important on Election Day, Nov.

But this view ignores the danger the Demo-cratic ticket faced before the debates and how badly they needed a boost at this point in the

For Mr. Dukakis, who has been trailing in

the polls since the Republican convention in August and has seen his unfavorable ratings rise sharply, the problem is that the voters are now moving toward making a decision. If Mr. Dukakis had not halted his slide now, he might never have got a chance to do so.

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"At the time of the conventions, the public mood was like newly poured concrete - it was so soft you could write in it with your finger," said Peter D. Hart, a Democratic poll taker. "Now, it's getting harder and to move it, you need a shovel. In two weeks, it will be hard enough that to break it at all, you'll need a jackhammer.

In Mr. Hart's formulation, the debates served as the Dukakis-Bentsen ticket's shovel, but he and other Democrats cautioned that the performances could only be seen as a

This is because the other lesson of the campaign so far is that if the Democrats manage to rise to the big occasions - the conventions, the selection of a vice president, the debates - they are consistently outmaneuvered by the Republicans in the more mundane, day-to-day work of campaigning.

The Bush campaign managers still believe that theirs is the stronger position, in part because they think that Mr. Bush's strength in the Southern and Rocky Mountain states is rapidly putting anywhere from 150 to 200 electoral votes - 270 are needed to win out of Mr. Dukakis's reach.

# Trial of Leftists in Paris

Agence France-Presse PARIS — The murder trial of four members of the leftist group Action Directe was postponed Friday until next year because of a prison warders' strike, court officials said. The guards have been preventing inmates from leaving

Two women, Nathalie Menigon, 31, and Joëlle Aubron, 28, are accused of killing Georges Besse, president of Renault, in November 1986. Two men, Jean-Marc Rouillan, 36, and Georges Cipriani, 38, have been charged as accomplices.

### Guards' Strike Prevents Sri Lanka Declares an Emergency

INTERNATIONAL EDUCATION DIRECTORY

day giving wider powers to troops to force open businesses and requisition private buses responding to strike calls.

the anti-government militant Sin-supporters, security personnel and halese Janatha Vimukti Peramuna. lefusts backing the accord.

ruling party convention. The front draws much of its sup-

campaign by giving greater autonomy to the island's Tamil minority.

The announcement was made as killing more than 400 government

# CORRUPT: Uzbek Socialist Heroes Lived Like Lords CHILE: Galumov, who dared to confront leadership recognized the republic

(Continued from Page 1)

lessional killers when angered, say, by a farm director who would not

inflate his cotton quota. The cotton scandal was rooted in Mr. Brezhnev's own vanity and indifference. Uzbek officials said in interviews that Mr. Rashidov, in an effort to ingratiate himself with the corrupt leadership in Moscow, would inflate the republic's cotton production by thousands of tons each year. Mr. Rashidov's mafia kept the extra money paid for the nonexistent cotton and he won a position on the Politburo and favor

with Mr. Brezhnev, who apparently was content with the glowing annual reports. The prosecutors who investigated the case have estimated that over the years, cotton magnates

and politicians in Uzbekistan stole a total of 4 billion rubles (nearly \$6.5 billion) through their pricing scams. In addition, elaborate "protection" rackets and outright thievery were rampant throughout the republic. Posmons in universities, institutes and government all had

Uzbek officials are willing to admit to a hazy sense of something being amiss, but profess to have no grasp of any, possibly self-incriminating, details. "Of course, we didn't know how

that something wrong was going on," said Lazis Kayumov, a member of the republic's legislature and editor in chief of Soviet Uzbekistan. "Social justice had broken down. There were a few academics and

zavali Mukhamadjanov and Rasul Communist takeover.

came Thursday, when the confer-

ence delegates narrowly defeated a

leadership motion that would have

allowed a future Labor government

to eliminate Britain's nuclear weap-ons by "unilateral, bilateral or mul-

A separate motion, proposed by

the leader of the country's largest

labor union, the Transport and General Workers' Union, which

controls 8 percent of the confer-

ence votes, renewed the commit-

year policy review.

vin votes.

the inflated figures and the signs of corruption, but they were quickly, and efficiently, silenced - sent to distant posts.

"This was in 1979 and the newspapers couldn't print such things," Mr. Kayumov said. "Their only 'hope' was to address the party bodies." And while Mr. Brezhnev and Mr. Rashidov lived, that got

But after Mr. Brezhnev and Mr. Rashidov died, the Uzbek party's

### A Corrupt Official Is Jailed in China

BEIJING — A high-ranking mil-itary official in southwestern China has been imprisoned for six years for accepting bribes, womanizing corruption campaign gathered

The army newspaper, Jiefangjun Bao, said that Ning Yinghai, a political secretary in the Cher Military Region, had taken bribes of cash and furniture in return for bad the situation was, but we felt with married women and watched ecutors closed in on them. pornographic videotapes; and had

thought by many Chinese to be at kent to a remote village that no one politicians in the area, such as Mirits most widespread since the 1949

Mr. Rashidov and the party with for the wreck it was and began discussions, tentative at first, about the corruption. With Konstantin U. Chernenko in power, the republic's Central Committee denounced the piliering of state funds and "hoodwinking." But their language was pallid and their measures inci-

> Mr. Gorbachev's Kremlin has been far tougher, sending teams of prosecutors from Moscow. In Tashkent and other Central Asian cities, they set up huge offices that resembled small military opera-

> The senior investigator, Telman Glydan, and others have been threatened with assassination many times while working in Uzbekistan, and they soon took to wearing bulletproof vests.

The mafia men thought they were untouchable. Prosecutor Sultan Salautdinov told the press that during interrogations Mr. Adylov and gluttony, the official press re-ported Friday, as a national anti-to rescue him. "You'll put us behind bars now. So what?" he told Mr. Salautdinov. "Fifteen years from now we'll put you all away and destroy your children. I'll find millions of rubles to do it."

Mr. Adylov is now in jail in Moscow, as are hundreds of others. political favors; had kept a full- Many others in the party apparatus time mistress, had illicit affairs committed suicide before the pros-

Mr. Rashidov was buried in the frequently held huge banquets at center of Tashkent, near the Lenin public expense. Museum. For years, people The state-controlled press this brought mounds of roses and carweek is printing a barrage of at- nations to the tomb. Finally, the tacks on official corruption, state moved the grave out of Tashseems to know - the town where Mr. Rashidov was born.

### No Early Election (Continued from Page 1)

ishness, with a patriotic feeling and all the sacrifice that it implies Earlier Thursday, after his defeat

was made public, his entire cabinet, resigned. Later Thursday evening. however, the government declared that he had rejected all the resignations and that he continued to have faith in his ministers. This action was expected to

cause consternation among opposition leaders, who had wanted him to replace those dealing with political matters as a conciliatory gesture to the opposition, which was led in the campaign by the Christian Democratic Party and a moderate Socialist faction. A long road lies ahead in negotiations between the two sides.

The opposition, suprisingly unit-ed during the monthslong plebiscite campaign, began the much harder task of trying to stay together for the elections that Ger Pinochet must call at the end of

Opposition leaders have spoken for months about the need for a consensus candidate in the coming elections. But the differences in ideology among the coalition parties are bound to make the choice of a single candidate difficult, if not

The opposition hopes to negotiate with the armed forces for changes in the 1980 constitution. But before they begin to negotiate, opposition leaders must agree on just what it is they want.

# **Oregon Inmates** Grew Marijuana

LABOR: Party Fails to Benefit From Thatcher's Slide TILLAMOOK, Oregon - Nine prison immates who grew marijua-na while on work details in a forest country that we take their security decade, virtually all of the increase has been in prosperous rural counwere caught trying to smoggle 31 pounds of it into a state prison ties and in the southeast, where the

work camp, the police said Friday, The inmates had been cultivating the marijuana in an area where they were supposed to be planting trees, the police said. A state prison work vehicle carrying them was return-ing from a work area when it was stopped late Tuesday outside the South Fork Prison Camp by police acting on a tip. Inside the vehicle they found two duffle bags con-taining 31 pounds of marijuans. One prisoner tried to swallow "his stash" and had to be taken to a

# hospital for removal of marijuana that had lodged in his throat.

PRETORIA - The South African government said Friday it was not about to arrest the Anglican archbishop, Desmond M. Tutu, and other churchmen for illegally campaigning against forthcoming municipal elections.

calls to boycott the racially segre

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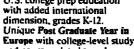
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three years later and remained in power throughout most of the 1960s and 1970s. Many party activ-

The last time Labor lost a third

straight election to the Conserva-

tives, in 1959, it bounced back

seriously.

tilateral negotiations." The motion was part of a comprehensive, twoists believe that by sticking to its beliefs, Labor can do the same Backed by daunting demographics, those who want to change the direction of the party argue that Britain is a very different country today. They say that unless major policy changes are made, the expe-

ment by any Labor government to rience of nearly three decades ago unilateral dismantling of Britain's nuclear arsenal within its first term. is unlikely to be repeated. During the 1980s, the core ele-Adopted by Labor in 1981, that ments of traditional Labor support policy has been rejected by the majority of Britons in opinion sur-- the organized working class and those who depend on the state veys and in the voting booth. In supporting it Thursday, the union's general secretary, Ron Todd, inproviding basic services - have either shrunk or turned against the

sisted that any attempt by Labor to abandon its principles would be seen by the electorate as a ploy to has fallen to 34 percent now from 47 percent in 1951. Union mem-In an impassioned and unsucbership has shrunk to 23 percent of working Britons, and only 41 peressful plea for defeat of the moion, a former Labor defense miniscent of those voted for Labor last

Conservatives are strongest and where inevitable constituency changes will benefit them. More than any other major non-Communist party of the left, the British Labor Party has resisted the rightward pull that has swept

through the West in recent years. Marxism Today, the monthly journal of the British Communist Party, which is widely read and contributed to by the center-left, devoted its entire issue this month to the need to change Labor in response to what it called "new

"While the left remains profoundly wedded to the past, to 1945, to the old social democratic order," the magazine said in an editorial, "the right has glimpsed the future and run with it.

To Mr. Kinnock and his allies The percentage of manual workers within the employed electorate are afraid of developing the alterthe future looks bleak. "Those who natives that will gain the support of the British people," he said in his speech to the conference, "those who say they don't want victory at such a price had better ask themter, Denis Healey, argued that year.

Labor would only win power "if we can convince the people of this creased by 2.5 million in the last they prepared to pay for losing?" selves this: If they won't pay any price for winning what price are

South Africa Is Hesitant To Arrest Archbishop

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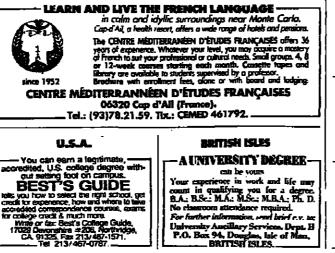
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**AMERICAN TOPICS** 

30 Soviet Inspectors Enjoy Stateside Life

The 30 Soviet inspectors who monitor the Hercules missile factory at Magna, Utah, under terms of the U.S. Soviet intermediate-range nuclear forces treaty, have been welcomed with a warmth and affection that has left them a little overwhelmed," The New York. Times reports. They have been invited to dinner, sports events, nature outings, civic meetings, school classes and church.

The inspectors remain in the United States for 60 days on a rotating basis, then return home. Although they cannot travel beyond a 31-mile (50-kilometer) limit or even leave their apartment compound without a Pentagon escort, the Soviet team has quickly made itself at home in an American world of condominiums, satellite television and weekend barbecues with the neighbors around the swimming pool.

When the inspectors attended a recent symphonic concert in Salt Lake City, the conductor announced their presence, and they got a standing ovation. At intermission, they were besieged by well-wishers. One of the inspectors finally took the stage to thank the crowd in an emotional message of international good will.

"It is something we had never expected," said Colonel Anatoli Samarin, head of the inspection team. "It is something we will remember the rest of our lives."

Short Takes

Chrysler Corp., obliged to buy back 400 cars under New York state's "lemon law," allowed dealers to resell them without warning the new buyers about past problems, the state attorney general, Robert Abrams, has charged. A car is considered defective if a problem persists after four attempts to correct it, or if it spends 30 days or more undergoing repairs, during its first 18 months. A Chrysler spokesman blamed

"inadvertent human error." In August, Chrysler agreed to reimburse an estimated 39,500 people who had bought Chryser cars that had been test-driven with disconnected odome-

Half a century ago each justice of the U.S. Supreme Court had one law clerk. Today, to handle the expanding caseload, each justice has four clerks, ex-cept for Chief Justice William H. Rehnquist, who makes do with three, and Justice John Paul Stevens, who gets along with two. The 33 clerks — 23 men and 10 women - are chosen from the top graduates of leading law schools. During their year of clerking, they often work seven-day, 90-hour weeks for a gross salary of \$31,619. But then they move into jobs with starting salaries of up to \$110,000 a year. Former clerks constitute a Who's Who of the legal profession, including three

current Supreme Court justices.

A U.S. Air Force Academy cadet who lost part of his right leg in a traffic accident this summer will not be allowed to return to the academy. Air Force Secretary Edward C. Aldridge Jr. said it would not be right for the taxpayers to pay for the remaining three years of Dan Korshund's undergraduate education, because the military do not accept people who have missing limbs. Senator William L Armstrong, Republican of Colorado, has appealed to President Ronald Reagan, who has agreed to review the case.

Shorter Takes: A study spon-sored by Condé Nast Publications found that 81 percent of women like to cook and 84 percent accept it as one of their responsibilities, but 56 percent dislike cooking every day and three-quarters want to get it done as fast as possible. • The Burlington, Vermont, home of Ethan Allen, the Revolutionary War figure, has been privately restored and opened to the public. 
■ The Los Angeles Times reports a hand-lettered sign in the back of a Jeep being driven by a young woman in Manhattan Beach, California: "I'm new at this stick shift stuff -- stay 10 feet behind."

Arthur Highee

# Effective and Admired, Gurkhas Face an Uncertain Future

By Michael Richardson International Herald Tribune

SINGAPORE - Gurkha servicemen recruited from Nepal have for years patrolled Hong Kong's border with China, guarded vital oil installations in Brunei and acted as a reserve force to prevent racial conflict in Singapore.

Despite opposition allegations that Singapore should not employ mercenaries, the government says that it is so impressed with the toughness and dependability of its to keep them.

As the date for handing Hong Kong back to China draws closer, however, Britain is being forced to review the future of The outcome of this review, military an-

alysts said, will largely determine whether Britain is to continue to have a significant military presence in Asia after control of Hong Kong reverts to China in 1997.

cision. While some countries in Southeast Asia would welcome a continued British tion for Britain in Europe, North Africa military commitment to the region, sym- and the Middle East in the two World

of foreign soldiers in the area. One option is to move some of the Gurkhas now in Hong Kong to Brunei, a small gency soldiers and very good jungle light-

"would almost certainly be unhappy at tral front in Europe, which has to be Brit-700 Gurkha police officers that it intends that prospect," said a Singaporean military analyst. Both countries are nonaligned and want to see foreign troops and bases phased out of Southeast Asia

In London, a British Defense Ministry its 7,000-man Brigade of Gurkhas, most of spokesman would say only that it had whom are stationed in Hong Kong and started preliminary studies to determine the future size and deployment of the Gurkhas, who have fought for Britain in wars for more than 170 years.

standing agreement with Nepal, is an inte-Britain, they added, faces a difficult degral part of the British Army.

Although Gurkhas Jought with distincbonzed by the Gurkhas, others would have Wars and, most recently, in the Falklands the brigade would probably have to be Gurkhas have proven to be an effective rior reduced, "he added.

War against Argentina in 1982, they are reduced," he added.

considered to be most effective in Asia. "Gurkhas are excellent counterinsursultanate that shares Borneo with Malavsia ers." an Australian military official said.

But, he added, "I don't think they would

However, Indonesia and Malaysia be regarded as being as useful on the cenain's priority today." Western officials said that one option

favored by some influential British military planners was to encourage Branci to join the Five-Power Defense Arrangements, a regional alliance linking Australia, New Zealand, Britain, Singapore and Malaysia. Brunei is still considering this suggestion, they added.

If the sultanate joins the regional pact, The Gurkha Brigade, recruited by Britain from martial hill tribes under a longBritain to maintain a strategic presence in east Asia. where its trade and investment are growing," a diplomat said.

although without Hong Kong the size of

Naval and land forces in Hong Kong provide the backbone of Britain's participation in the Five-Power Defense Arrange-

Of the 8,000 soldiers in Hong Kong, more than half are Gurkhas. Three of the five infantry battalions in the Gurkha brigade are based in the territory, where the brigade has had its headquarters since moving from Singapore in 1971.

Only one Gurkha battalion is in Britain. The fifth is stationed in Brunei under an British-Brunei military agreement signed in 1983. The battalion, which rotates through Brunei from Hong Kong about once every two years, is paid for by the sultanate but remains under British com-

Analysts said that Sultan Muda Hassanal Bolkiah, who is prime minister and plete impartiality when serving in a multi-defense minister of Brunei, regards the racial society," he added.

It could also "provide a rationale for presence of the Gurkhas as an important keeping the Gurkhas in the British Army, component of his security forces.

In both Hong Kong and Singapore, the

In 1967, when China's cultural revolution spilled over into Hong Kong, the Gurkhas protected the territory against Red Guards on the frontier and rioters in the

streets. Gurkhas have been in Singapore since 1949, 10 years before the island state

gained self-government from Britain. Defending the use of Gurkhas, S. Jayakumar, Singapore's minister for Home Affairs, told Parliament that Chinese, Malays. Indians and other racial groups "know that the Gurkhas will brook no nonsense from anyone and will side with no one in establishing peace and order."

Their effectiveness, he said, was shown in race riots that erupted in Singapore in the 1950s and 1960s.

The Gurkhas "have a record for com-

# **U.S. and Russians Plan** Talks on Radar Dispute

By Michael R. Gordon

New York Times Service
WASHINGTON — After unpublicized discussions between se-nior Soviet and American officials, the United States and the Soviet Union are planning a new round of talks on the disputed Soviet radar at Krasnoyarsk in Sibetia, U.S. officials said Thursday.

Soviet officials, who suggested the session, reportedly said technical experts from the two sides should review details of a Soviet plan to dismantle or modify the nstallation so that it cannot function as an early warning radar, which is prohibited by the Anti-Ballistic Missile Treaty.

U.S. officials said they did not know if the Soviet officials intended to present a new plan or merely elaborate on earlier offers that the United States had already rejected.

The United States has agreed in

principle to the meeting and has

suggested that it be held as early as next week. But there is, as yet, no formal agreement for a meeting.

The U.S. officials said that the suggestion for the meeting was presented in unannounced talks in Soviet Union has suspended con-New York between Viktor P. Karstruction temporarily. pov, a senior Soviet arms control

the periphery of Soviet territory and oriented outward, as the treaty The radar is unfinished, and the

official, and William F. Burns, di-

rector of the Arms Control and

Administration specialists said that the United States would con-

sider Soviet proposals to dismantle

the radar, or perhaps even convert

it into an international space re-

But U.S. officials said that it

must be done in such a way as to

deprive the Soviet Union of any advantage, or "lead time," in re-

storing the radar for use as an ad-

vanced early warning installation.

Mr. Karpov is said to have indi-

cated in his meeting with Mr. Burns

that Moscow appreciated that U.S.

The administration, an over-

whelming majority of the Congress,

and Governor Michael S. Dukakis

of Massachusetts, the Democratic

candidate for president, bave said

that the radar violated the 1972.

ABM Treaty because it is not on

Disarmament Agency.

search center.

The Soviet Union has proposed rendering the transmitter of the Krasnoyarsk radar inoperative and replacing it with a far less capable radar dish.

Administration officials have offered different theories about what may motivate the Soviet action.

Some say that it reflects a continuing Soviet interest in trying to find a face-saving way out of its quandary over the radar installation in the Krasnoyarsk region.

cials say that it may reflect Soviet efforts to stall for more time.

# Soviets Receiving VOA, Loud and Clear

By Barbara Gamarekian

New York Times Service WASHINGTON - First there was the telephone call from Minsk, followed by a telephone call from Pinsk. It was a morning call-in show from the Soviet Union, just another day at the Voice of America.

"What are the odds of getting two calls in one day from Minsk and Pinsk?" asked Gerd von Doemming, head of the Voice's Soviet service, shaking his head at the coincidence of hearing from two cities whose names once served as comic fodder on the borschi circuit of Jewish theaters and nightclubs in the Catskill Mountains.

More than that, one might ask, what are the odds of the Voice of America, once listened to clandestinely in the Soviet Union, receiving a phone call from anyone in that

country? These days, however, as a result of the efforts of President Mikhail S. Gorbachev to open up the Soviet Union, new and wondrous

things are taking place at the Voice, which was established by the government in 1942 to broadcast news and information worldwide. The agency will soon open a Moscow bureau, and there is talk of dramatic new forms of

The Soviet Union stopped jamming Voice broadcasts in May 1987. For the radio network's Soviet service, which broadcasts in 10 languages, including English, to an estimated 32 million listeners, the Soviet decision has meant a number of breakthroughs.

The network is now presenting panels and roundtable discussions, with Soviet participants discussing such topics as legal changes in the Soviet Union, and a new weekly call-in show with Soviet young people exchanging views on such topics as Michael Jackson.

"It is really quite remarkable," Mr. von Doemming said of the phone in program, which was initiated in July. "Even Soviet operators help out in the conversations when we can't quite catch the name of the caller."

Since Soviet listeners no longer have to listen through a curtain of jamming and re-peat programing is no longer a necessity. VOA officials are now able to concentrate on

the aesthetics of programming.
"We've had many discussions about how
we would respond if the Soviets stopped jamming," said Richard Carlson, director of the Voice of America. "Our most important job is supplying what Maestro Rostropovich once described as 'daily bread for people.' and that is what we are doing, intellectually feeding hungry people." He was referring to Mstislav Rostropovich, the exiled Soviet cel-

list and conductor. "Our role is changing in that part of the world, and we consider ourselves more com-petitive now," he said. "However, we think we have a real influence on the information that is given out by the Soviets. They have come a long way, but they have come from zero and the Soviet press is still basically a cheerleader for the government there."

# Hong Kong Cover-Up Is Suspected

HONG KONG - The international aid group Oxfam said Friday that it suspected Hong Kong's prison service of having covered up beatings of Vietnamese boat people in a detention center.

An official judicial investigation revealed Thursday that guards from Hong Kong's Correctional Services Department had used "unnecessary force" in quelling a disturbance July 19 at the center.

Hong Kong's governor, Sir Da-vid Wilson, who ordered the judicial inquiry, has told the department to initiate disciplinary proceedings against the officers involved and has asked for an investigation into what the inquiry said

were very scanty injury reports." sioner for Refugees, asserted in have agreed to call off their action. Ninety-one refugees formally July that Vietnamese had been the national electricity company complained that they had been beaten during disturbances over said Friday,

beaten with batons, kicked or punched.

An initial internal investigation by the department said there was people pending repatriation. no evidence that guards had beaten internees, but the report Thursday by two magistrates alleged that guards had used their feet, fists,

> namese. "One has to suspect that there has been a cover-up," said Hong Kong's Oxfam director, Chris Bale.

knees and batons to hit the Viet-

Things just don't add up." There was no immediate comment from the department on the Blackout to End in Nigeria

suggestion that there had been a

food and conditions at Hei Ling Chau, an island detention center used to house Vietnamese boat

On June 16 Hong Kong ended its open door policy for Vietnamese boat people. The 9,500 who arrived after that date were classified as illegal immigrants and placed in centers where, unless they can prove they are genuine refugees under UN criteria, they are held pending repatriation.

Reuters International agencies, including power workers who blacked out

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at the Diamond Club Bldg.

### U.S. to Investigate Conditions at Nuclear Weapons Plant enormous government complex plutonium that nearly caused a

WASHINGTON — The Energy that is part of a national network Department has announced that it for producing nuclear weapons. will conduct a commehensive in-

ons plant in South Carolina. The department is already study-ing conditions at the three reactors failures, a flood of water contami-of the House also expressed conat the Savannah River facility, an nated with plutonium, and a leak of cern.

The announcement was made vestigation of conditions at two Thursday as E.I. du Pont Nemours called for investigation of the safeplutonium-processing facilities at & Co., which operates the plant, ty of the plant by an independent the Savannah River nuclear weap-said that from 1954 to 1982 the advisory committee established last plutonium-processing plants expeyear by the Energy Department.

In Congress, several senators

spontaneous nuclear reaction in the plant

But other, more skeptical offi-



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# Herald Tribune.

# A New Season in Chile

By voting Wednesday against eight more years of General Augusto Pinochet, Chil-eans have resoundingly affirmed their democratic traditions. Fifteen years ago a nearwar between the two largest democratic forces, Christian Democrats and Socialists, opened the way to rule by General Pinochet and an era of terror. Learning from past mistakes, those same forces worked together this time to defeat the dictator. Serious obstacles still lie ahead, including a consti-tutional provision for 17 more months of military rule. But if Chile is to avoid another nightmare, there can be no going back.

Credit is due to Chile's voters, to the Christian Democratic leader Patricio Aylwin, to the Socialist leader Ricardo Lagos, to U.S. Ambassador Harry Barnes and to Assistant Secretary of State Elliott Abrams. Credit will also be due to the armed forces if they now accept the outcome and facilitate the return to democracy. Such professional-ism was their pride before the 1973 coup.

Dictators rarely allow themselves to be voted out of office. This one anticipated no such result when he promulgated the pre-sent constitution in 1980. That document extended the general's unelected presidency for nine years, on top of the seven he had

already served. For 1988, it promised not a free election but a yes-no plebiscite on Gen-eral Pinochet. Given chronic opposition di-visions, the regime could scarcely have foreseen the united campaign for the no vote.

Ambassador Barnes helped persuade reluctant democrats to make the most of a flawed but available opening. He stretched

ton's identification with democracy's cause. When challenged by the Pinochet gov-ernment and by Senator Jesse Helms, Ambassador Barnes got full support from his boss, Assistant Secretary of State Abrams. Mr. Abrams has properly been blamed for policy failures in Central America. He is

diplomatic norms to press home Washing-

entitled to a full measure of credit in Chile. The greatest credit, however, goes to the Chilean opposition, leaders and rank and file. They have endured, learned the rewards of restraint and pragmatism and prevailed. The long months of transition present them with even more difficult tests.
But the season has now turned. Two
weeks ago, spring once again burst upon the
magnificent Andean landscape. Now, after 15 hard and bleak years, it has returned for the human spirit of Chile as well.

— THE NEW YORK TIMES.

# The Omaha Encounter

### It Complicated Things

Has there ever been one like this before? We would say no. Other famous political profited most, from making a desired impression, but generally the argument has concerned how you scored the overall event, not what actually happened. But the debate Wednesday in Omaha between Senator Dan Quayle and Senator Lloyd Bentsen has produced more diametrically opposed impressions than any we can remember, and often from quarters that could hardly be accused of merely pursuing their own ideology — the conservative columnist George gy — the conservance communication will, for example, pronounced Dan Quayle a disaster, while the liberal Democratic commentator Chris Matthews called Mr. Quayle the hands-down winner.

We thought both senators did what they had to do. Mr. Quayle is getting the heavier rap following the debate. Some of this is odd. It is said, for example, that he was too heavily programmed, though all four candidates in the debates so far have seemed "programmed" within an inch of their lives. So, for that matter, did the jeering andience, poised to come in relentlessly at the end of an answer. Mr. Quayle was dished the worst of this, and he was certainly in a more hostile journalistic environment than his opponent (who should have been asked the hat-would-you-do question, too).

A Test, Not a Debate

When he asked Senator Dan Quayle what Mr. Quayle would do if he suddenly became president, the television newsman Tom Brokaw observed that the question could not simply be brushed aside as hypothetical. "It is, sir, after all, the reason why we are here tonight." He was right. Wednesday's debate between the two vice presidential candidates was not a debate. Nor was it an examination of Dan Quayle's or Senator Lloyd Bentsen's qualifications for the vice presidency. It was an examination of their fitness to be president, and a test of the judgment of the two men who chose them. - Mr. Quayle met his handlers' modest goals. He did not stumble or fall. Keeping his exuberant campaign style in check, he delivered rehearsed, measured answers. He also appeared, at least in the early going, to grasp his subject matter. Given many chances, however, he failed to convey depth and vision — a sense of "who I am and what I stand for." which translates into the word "weight." And on these grounds Vice President George Bush's choice seems as mystifying and disappointing today as it did when he unveiled Mr. Quayle in New Orleans.

Mr. Bentsen was no ball of fire, but rather a paradiem of what Governor Michael Dukakis offered in Atlanta: "competence." The

Mr. Quayle had also been told, over the past six weeks, by everyone old enough to work a word processor, that he was the one on trial and one slip and - poof! - that debates have generated argument about was it ... for him, for his ticket, for his which candidate won, on substance, or party. If he hadn't been nervous, wary and anxious, he would have been crazy.

But we do not feel sorry for him. Life is

unfair, and anyone who aspires to the office he is running for cannot be put through too tough an ordeal. And it seemed to us that he was able to move fairly adeptly around the issues and to field quite competently the questions designed to see if there was any-one home. Admittedly on an easier and less unfriendly wicket, Mr. Bentsen handled his challenge skillfully and well. He went from a slow, too grandfatherly, almost crotchety start, to a more confident, impressive finish -though as some have pointed out, he let Mr. Quayle get away with a fair share of unanswered assaults on Michael Dukakis.

From the day the identity of the two vice presidential candidates became known, it has been plain that Lloyd Bentsen had longer and better preparation for the job than Dan Quayle, better qualification, and a better résumé. The Bush people argue that so far as the No. I place on the ticket is concerned, it is the other way around. Public reaction to the two debates so far suggests that a lot of people share this view. That is why Wednesday's encounter complicates further what was already a hard-to-figure campaign.

- THE WASHINGTON POST.

### senator seemed fixated on trade issues, and while he was reassuringly avancular, passion is not his game. He delivered the debate's best line, lifted from his acceptance speech—"If you let me write \$200 billion worth of hot checks every year, I could give you an illusion of prosperity, too." He provided the most dramatic moment by challenging Mr. Quayle for comparing himself to President Kennedy - "Senator, you're no Jack Ken-

nedy." Mr. Quayle had overreached; Mr. Bentsen was right to call him on it. Post-debate polls suggest that voters, by a 2-to-1 margin, thought Mr. Bentsen won. Part of the reason was surely Mr. Quayle's embarrassing inability to deal with the "presidential" question. He opened the debate by offering a polished list of his qualifications. But when asked later how he would actually proceed in office, he returned metronomically to the same pre-pared summary, like a frightened rabbit

heading for a familiar hole. Mr. Bentsen's name does not spring to mind at the phrase "presidential timber." But he seems more presidential now, if only because Mr. Quayle seemed so far out of his depth. Mr. Bush chose Dan Quayle for his youth, his reputation as an aggressive cam-paigner and his conservative views. On the basis of this debate, that is all he got.

-THE NEW YORK TIMES.

### Other Comment

# The Quayle Factor Remains

Mastering his nerves to the end, [Dan Quayle) avoided the catastrophic error that would have sealed his fate. But one sensed during the latter part of the debate that he was making a considerable effort: The tension was too strong and lasted too long. Deep in the eyes of the "handsome kid," one saw the shadow of a wounded pride. Yet Mr. Quayle was neither brilliant nor ridiculous and, if he remains a problem for the Republicans, it is not necessarily as serious a problem as the Democrats had hoped. - Jan Krauze in Le Monde (Paris).

Mr. Quayle managed to avoid any gaffe which would significantly alter the course of the campaign. But his presumptuous comparison of his record with President Kennedy's, so magisterially squashed by Mr. Bentsen, serves to reinforce doubts about his maturity, intelligence and judgment. By contrast, the suave and courtly Mr. Bentsen, seen by some as the most convincing potential president around,

remained firmly in control. The Democratic candidate showed the cool intelligence and articulacy which Europeans find reassuring. If the Republicans lose Nov. 8, unlikely though this may seem, the Quayle factor will rightly be high among likely causes.

- The Guardian (London).

Mr. Quayle came off much better than expected, but he has two serious problems: He's 41 but looks 21. Would voters accept such a young president, if tragedy struck George Bush? The second problem is that the media have indelibly hammered into the public consciousness Mr. Quayle's evasion of military service and the influence he used to get his law degree.

Mr. Bentsen was a disappointment. He's 67 but looks older. He began with a hoarse voice that suggested frailty. And he made the mistake that has beleaguered the Dukakis campaign: an excess of explanations about complex subjects and an excess of statistics that the public does not understand.

- Folha de São Paulo.

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# **OPINION**

# Hard Questions for a Reviving United Nations

Nations and its secretary-general have been at the center of a number of encouraging interna-tional developments. The UN has played a useful role in moving toward resolutions of the conflicts in Afghanistan, the Gulf, Angola, the Western Sahara, Cyprus and Cambodia. All this has led to a new, if belated, enthusiasm for the United Nations, and to much talk of its "renaissance."

What is the reality of this new situation?

The United Nations is basically an intergovernmental instrument, not a sovereign entity. If used properly it can be of immense value. If used wrongly or neglected it can be little more than a sounding board for disagreement and a useful scapegoat for governments in trouble.

Although the international climate has been unfavorable for much of the time since the UN's creation, the secretary-general and the Security Council have been engaged for 43 years in what Dag Hammarskjöld called the "daily nursing care" of conflicts around the world. This care has included conciliation efforts, cease-fire arrangements, humanitarian aid, preventive diplomacy and peace-keeping operations. In fact, Secretary-General Javier Pérez de Cnéllar has been engaged in intensive negotiations on all the regional disputes mentioned above for six years or more.

If there is a will to make peace, the intermediary, honest-broker role of the secretary-general can be particularly valuable for governments in conflict. No government loses face or shows weakness by cooperating with the secretary-general, who is the impartial elected servant of all governments. The same applies to cooperation with the UN's peace-keeping operations.

The international climate and the way governments.

ments use the organization are the essential determinants of its performance. If governments wish to use the United Nations predominantly as a forum for confrontation, it will remain sterile. If

news conference. It was a staged, manipulated, choreographed perfor-

mance, stilted and artificial. At the

end the most important question re-

The Bentsen-Quayle whatever

showed once more that the Great Campaign of 1988 is really not so much between two sets of candidates

but opposing teams of political pack-

agers, scriptwriters, handlers, spin-

The candidates are closely instructed in TV values. Look sincerely

at the questioner for a moment, make

a smart quarter-turn, stare even more

sincerely into the camera and give a

memorized reply. Danger: Do not risk one spontaneous thought.

Neither the handlers nor the candi-

dates are wise enough to know that the people who come across best on

television are exactly those who come

across best when there are no cam-

eras around — those who can relax a

little, respect the audience and take a

The United States has become so

used to rehearsed hokum that it loses

its own sense of reality. After these

performances, we Americans sit

around and analyze them in utter

seriousness, as if we were judging two men engaged in real intellectual en-

counter, not contrived contention.

We adopt the false, plastic values of the handlers. If a candidate is

human enough to stammer, hesitate, correct himself or, God forbid, sweat,

we ridicule him and mark him down

as not good enough to represent peo-ple like us, who presumably never experience a moment's self-doubt or

Judged as rehearsed performances,

both men were terrific on memoriza-

tion. Senator Dan Quayle did well

enough reciting his lines to prove con-clusively that if he is told in advance

what to expect and what to say, he can

be taken out in polite company.

Perhaps there is more to him than

that. But his handlers' high terror of allowing him an inch of leash away

from memorized answers prevented

us from finding out. He is not yet a

skilled actor, we can see his mind furiously riffling through the memory

cards. We felt sympathetic embar-rassment, as sometimes when you see

a bead of perspiration.

chance on its intelligence.

ners and sound-bite artists.

mained manswered.

All the Rehearsed Hokum

Didn't Solve the Dilemma

N EW YORK — It was not a a child forced to tap-dance in public. It was not even a good Mr. Bentsen was disappointing. He

Mr. Bentsen was disappointing. He so clearly outclasses Mr. Quayle in

experience and maturity that there was hope that he would show other

qualities we seek in a leader: intellec-

ual daring, political candor. He did not. When a tough question

was put to him — such as, if fate made you president suddenly, would

you carry out the policies of Michael Dukakis with which you admittedly

disagree, or your own beliefs - he

simply faced the audience, gave them

Both were excellent in the evasion

department. Mr. Bentsen evaded an-

swering four questions and Mr. Quayle at least six. Mr. Quayle failed

three times to figure out what in heaven's name he would actually do if he found himself president, aside

from offering a prayer, in which all America surely would join him.

off the one-liner that would be repeat

ed most often on TV. The swift knife thrust: "You're no Jack Kennedy."

Not quite fair, but who cares? Was it

Mr. Bentsen's rapier or his handlers"?

Mr. Bentsen "won" the evening

because Mr. Quavle should not be in

the same ring with him. Right now

the Indiana senator should not be in

The unanswered question is why Mr. Bush picked this man above the

many first-rate candidates he could

have chosen. Was he naïve enough to

think that Mr. Quayle, who is now a

cal asset? Or was it that at convention

time Mr. Bush was so insecure and

self-absorbed that he could not stand

anybody who had a reputation and

Yes; he thought he could anoint a

loyal, malleable cipher as a potential

president and get away with it.
But he did not. Too many Ameri-

cans see it as an insult and think less of

him, though some may wind up voting

for him. Mr. Bush's misjudgment be-comes the problem of the millions of

voters who lean toward him but shud-

der at his vice presidential choice. They will have to make up their minds

whether a President Bush in the White

House is so much better than a Presi-

dent Dukakis that it outweighs the

The New York Times.

possibility of a President Quayle.

hievements independent of him

the same ring with anybody.

Mr. Bentsen won the battle to get

the old sincere act, and evaded it.

By A. M. Rosenthal

By Brian Urquhart

they wish to use it for cooperating to resolve dangerous problems — to be, in the words of the UN Charter, "a center for harmonizing the actions of nations" — it can be of decisive value.

There can be no question that the improvement of relations between East and West, and especially between the Soviet Union and the United States, has had a dramatic effect on the international climate. It is not simply a question of example or

### Can a collective approach to security work today?

of the relaxing of major tensions. The improved relationship removes the possibility for lesser powers to play the nuclear superpowers against each other. It also releases the great political and diplo-matic influence that great powers can exert jointly

on difficult regional questions.

The new climate also enables the five permanent members of the Security Council to provide leadership on important international problems (Resolution 598 on the Iran-Iraq war was one of the first fruits of the new climate). It even seems possible that the Security Council may become what it was originally intended to be — a collegial body acting for the common security and good of the whole community of nations.

All of this is certainly promising and reflects what appears to be an international outburst of common sense. There is however, still a very

common sense. There is, however, still a very long way to go, and major questions remain unanswered. Will the UN's resurgence as the custodian of international peace be convincing enough to persuade nations to entrust their secu-

rity to the world organization rather than engaging in desperate, and often disastrous, unilateral
efforts? Will the renunciation of force and the
peaceful settlement of disputes — two basic cloments of the Charter — begin to become a reality
in international relations? Will the new climate
make a difference in truly difficult problems such
as the Arab-Israeli-Palestmian question?

There is a larger question. The Charter was based on the conviction that unilateral national security programs led to arms races, which inevitably led to war, and that it was thus necessary to create a collective international security system that would make a large degree of national tem that would make a large degree of national disarmament possible. In 1945, after six years of world war, this proposition seemed quite sensible. Is a collective international security system will be a visional activity system.

still the ultimate goal? Is the achievement of the rule of law in international relations another basic objective of the governments of the world? The world now faces a new and pressing agenda, a variety of global problems that have a vital bearing on the future. The very concept of international security is of necessity being expanded to include the environmental security of the planet. include the environmental security of the planet. To free the energy and resources to tackle these problems successfully will require a major cooperative effort by all governments. If this new international agenda is to be addressed expeditiously, the old problems of regional conflict must become more of a preoccupation for governments.

Clearly, collective international responsibility in many fields of human activity will be the key to a tolerable future on this planet. The current

to a tolerable future on this planet. The current vogue for the United Nations will have long-term significance only if it is a step in this direction.

The writer, a scholar-in-residence at the Ford Foundation, is a farmer UN undersecretary-general. He contributed this comment to the International Herald Tribune.

# Quayle Did Fine Until the Tapes Ran Out

IFTY minutes into the debate, Dan Quayle had just about banished the

IFTY minutes into the debate, Dan Quayle had just about banished the doubts about himself. He had followed his script. He had produced more full sentences than George Bush had in a week. He had held his own with Mr. Bentsen. Which, given his pre-debate image, meant that he had wow with Mr. Then came the last 40 minutes. Mr. Quayle fell apart, ensuring that the Quayle issue will remain a millstone for Mr. Bush. With each answer, you could see him struggle while desperately searching his memory for some rehearsed tape to plug in. He was simply incapable of going beyond his script. Either Mr. Quayle is too shallow to have original thoughts—in which case he is intellectually unfit for high office. Or he has thoughts, but is too terrified to risk expressing them — in which case he is emotionally unfit for high office.

— Charles Krauthammer in The Washington Post.

### Bentsen Couldn't Score the Knockout

G EORGE Bush's speechwriter, Peggy Noonan, turned to a colleague after the Bentsen-Ouavie "debate" and gierfully declared; "It's over, We won the election!" She's a political professional and may well have been right. If

exchange on points of information, maturity, achievement, self-confidence and demonstrated experience — even on the chusive television question of "looking presidential." But the Democratic vice presidential nominee failed to score a knockout. Mr. Quayle was on his feet at the end. Therefore, in this hard professional view, Mr. Bush will not lose the election.

- Tom Wicker in The New York Times.

### Television Unmasked This Media Child

I RONICALLY, it was the camera that did in Dan Quayle. In more ways than just age, his debate with Lloyd Bentsen had a father-son quality to it. Like a kid with something to hide, he was obvious when attempting to change the subject or not answer a question. He invariably looked into the camera as if it — not Mr. Bentsen, not the panel — would believe him.

What was once a mystery has become clearer as the campaign has progressed — as Mr. Bush has indulged himself in a campaign of mostly empty symbolism. Mr. Quayle, too, is a symbol — a campaign prop, much like the ubiquitous American flags of every Bush event. Maturity did not seem to matter to Mr. Bush and, judging by this debate, neither candor nor wit mattered either. What mattered was what Mr. Quayle seemed to represent. He could be packaged — select to memorical fines and look events. could be packaged — asked to memorize lines and look swell on camera.

Alas, the man himself is not up to the script written for him. Asked to come

up with a formative experience that shaped his political philosophy, he quoted a bromide uttered by his 97-year-old grandmother: "You can do anything you want to if you just set your mind to it, and go to work." Omaha turned out to be a cruel place. It was here Dan Quayle proved his grandmother wrong. - Richard Cohen in The Washington Post.

she was right, however, it was because in a nationally televised show, Dan Quayle had done nothing likely to cause Mr. Bush to lose on Nov. 8.

My impression was that Senator Lloyd Bentsen had the better of the

# Burma: The Army Won't Be Written Out of the Script

PRINCETON, New Jersey — As Rangoon settles under the heavy hand of the military, following Gen-eral Saw Maung's takeover, there are lessons to be learned from a comparison of recent events with the 1962 coup and its aftermath.

In 1962, U Ne Win brought in troops from outside the Burmese capital to seize power. He arrested civilian leaders, created a centralized administrative system and pointed the nation down an unmarked road to socialism. While U Ne Win continued to refer

to Burma's form of government as federal, it was, in fact, unitary and the grievances of the non-Burman minor-ities continued. Within four months, he created a political party, the Burma Socialist Program Party, and, in 1974, he nominally transferred all power to it under a new constitution. But then, as now, he remained the real leader of Burma, while the army was the backbone of the party. Its

presence was felt everywhere. To hold the army together and retain his officers' loyalty, U Ne Win allowed them special privileges in housing, consumer goods and travel while ignoring their corruption.

The military created many myths about itself. U Ne Win and his officers saw themselves as the leaders of the nationalist struggle for independence, people who had earned the right to displace the elected government, which, they asserted, no longer followed the course chartered by the na-

tionalist movement's founders. But under military leadership, the people suffered. There were growing shortages of basic foods and consumer goods. The economy declined as a result of bad management, incompeBy Josef Silverstein

tence and corrupt practices, and the people paid the price. In 1987, Burma asked the United Nations to declare it a least-developed nation to secure debt relief and special aid

As soldiers, the military took pride in their professionalism. They drew heavily on Burma's dwindling funds to pursue an endless and inconclusive war against the minorities, whom they labeled bandits and opium trad-ers. Mounting furious campaigns, they disregarded decency and human rights. A report this year from Amnesty International, the respected human rights organization, that cited Burmese violations was denigrated by Rangoon officials as meddling.

Burmese Buddhists have always believed that man was born to suffer. But this year the burden became too much. Protests and revolts broke out in the capital and elsewhere. The government offered to hold

elections on the question of modifying the political system and bringing in new leaders, and U Ne Win resigned after laying out his program for change. But he also warned people that the military had shoot-to-kill orders if anyone interfered. In the face of persistent protests, U

Ne Win honored his promise. The hard-liner U Sein Lwin succeeded him, and used the military to force people back into line. But despite the murder of thousands of protesters, he failed. U Ne Win then shifted to a softer line, replacing U Sem Lwin with a civilian loyalist, U Maung Maung, who promised to hold elections and make constitutional changes once order was restored.

and the second of the second o

But the people demanded an inter-im government free of the military and its party. They intensified resistance. Their ranks grew as police, civil servants and even soldiers joined

them. This alarmed the armed forces. U Saw Maung, then defense minister, warned protesters not to try to break up the military. The people seemed on the verge of victory and it was unclear what the military's future would be in the new order. Seeing a desperate need to preserve military unity and predominance. U Saw Maung ordered his soldiers to restore order. The killings in the streets finally forced the people into retreat.

U Saw Maung ended party rule, dissolved all elected bodies and transferred all local anthority to the nine regional military commanders. He created a ruling clique with himself in charge of three key offices: prime minister, defense and foreign affairs. The goals of his coup, unlike those of U Ne Win in 1962, were to restore order and hold elections. But he gave no hint of what role the military would play m a new political system.

What lies ahead for Burma? Clearly, the armed forces are unlikely to surrender power except on their own terms. U Saw Maung has positioned the military to be able to assert its authority and protect its interests. The armed forces do appear willing to change the system, but only if they retain control. And they will fight any move that threatens the military by weakening its command or unity.

The Burmese armed forces will retire to their barracks only if they know they will not lose their veto on

vital policies affecting their interests. And so long as U Ne Win remains in Burna, he will be the real leader, bolding the loyalty of senior officers. He will carefully monitor political changes to ensure that they do not unravel the military's hold on power.

The writer, a professor of political science at Rutgers University, is the author of several books on Burma. He contributed this comment to the International Herald Tribune

of all the rest. Or forcibly suppress them. He has to do one or the other. to survive. Good luck to him. International Herald Tribune.

O Los Angeles Times Syndicate.

# 100, 75 AND 50 YEARS AGO

1888: Socialist Arrested

BRUSSELS - M. Chauvière, Conseiller Municipal de Paris, who came to Belgium to organize the "Internationale," and to make speeches in favor of Socialism, was arrested today the moment he arrived at the Belgian frontier, and conducted between two gendarmes to French territory. About fifteen hundred Socialist workmen who awaited him at the railway station of Gimey yelled and howled with rage when they heard that M. Chauvière had been arrested.

1913: New Income Tax

WASHINGTON - Under the new Income Tax law, every person (citizen or foreign resident) whose annual income exceeds \$3,000, and every married person with an income above \$4,000, is expected to report his or her receipt in detail each year. The estimate of Oct. 4 indicates that the income tax will produce \$82,298,000 from the 425,000 persons taxed. Pres-

ident Wilson, the Federal judges the Supreme and inferior courts now holding office, and employees of a State or any political subdivision thereof," are the only persons specifcally exempted from the tax.

1938: A Thorny Bouquet BERLIN - Chancellor Hitler wis

slightly injured when a bouquet thrown at his car struck his face today [Oct. 7] as he was driving from Net-stadt 10 Jaegernsdorf in Occupied Si-deten territory. As a result the follow-ing order by Rudolf Hess, Deputy-Leader of the Nazi party, was issued: "Despite repeated warnings against the throwing of flowers and other of-ierts into the ere of the Enterport Me jects into the car of the Führer and suite, flowers have been thrown duals the last few days. To put a stop to this practice, all party leaders are ordered to remove all bouquets held in the hand by speciators along the realt where the Führer passes. Local group leaders will be held responsible for the creation of the party. the execution of this order."

ADVERTISING

An Old Test

For the New

**Gorbachev** 

By William Pfaff

PARIS — If the structure of Soviet'

Power were the problem, Mikhail,
Gorbachev — President Gorbachev
— has solved it. It is not the problem though. The Soviet problem is how to reverse the torpor, if not the decline of a society that for 70 years has been, abused, colossally misruled, deprived of incentive to work or change, systematically repressed, and been kept, in isolation from the rest of the world while constantly lied to.

while constantly lied to.

Mr. Gorbachev now has power
firmly in his hands. What can be do

with it to solve, say, the nationalities issue? Nationalism in Armenia has

now become an urgent matter. The

army has been sent there to attempt

to contain popular demonstrations that have continued, with brice

pauses, since early this year. Arme, nia's capital, Yerevan, is under what amounts to military occupation.

The demonstrations began in a de,

mand for the separation of the Arme-

nian-populated enclave of Nagomor Karabakh from neighboring

Azerbaijan. This cause brought hop-dreds of thousands into the streets in

dreds of thousands into the streets in February — Armenians, but also Azerbaijanis opposing such a change — ending in violence and death, mostly of Armenians.

A general strike followed, the fining of the Communist Party leadership of both republics, open conflict between the governments of the two, a crisis decision in Moscow in June to defend the status quo, a new general strike in Armenia, new clashes with police of new decision by the president in Moscow in mid-July to keep things as they

cow in mid-july to keep things as they are — and since then continuing mass demonstrations that increasingly have

taken on an anti-Soviet character.

People now are demanding nations
al independence. One of the leaders

reporter if the demonstrations will

not eventually wear themselves out, replied: "I think not, and Moscow

should not count on that — the oppo-

site has been happening.

"The longer this has gone on, the larger and deeper the movement had become In February we talked only of

Nagorno-Karabakh. Since then it has

come to be a question of our national identity, linked to the issues of policy

tion, the lack of Annenian schools

and generally, the lack of democracy."

He went on: There can only be one of two outcomes from this. Either we get what we want or there will be a

violent repression of our movement. The first is reasonable to expect, we

think, because we are persuaded that

a bloodbath would be a catastrophe

for the Soviet Union and a terrible personal blow to Gorbachev. This has been our analysis since the start. It's a gamble. We'll see."

Last weekend in Estonia, one of

the Baltic republics, a "Populat Front" was organized by an officially condoned meeting of 3,000 delegates

It will, it says, nominate candidates to run against the Communists in par-liamentary elections. It intends to

"change the mechanism of power is

Estonia," according to a member of

the ruling committee. Its aim is a deni-

ocratic, autonomous, free-market Estonia with only a security link to the

Soviet Union. An Estonian Commu

nist official says, gamely, "This is what we call socialist pluralism."

Mr. Gorbachev and his people have

dealt very coolly with all this. But #

they satisfy the Armenians they will

have the Azerbaijanis at their throats. If Estonia becomes autonomous, what about the other Soviet republics Repression means trouble, with un-

foresecable consequences.

The Soviet "union" is much more

recent, and perhaps more fragile, that

most people on the outside recognize.

Much of what now is Soviet Asia was

brought under Russian domination

During the civil war that followed the 1917 Revolution, the Baltic nations, the Ukraine, Belorussia, Geof

gia, Azerbaijan and Armenia all di-clared independence. The Baltic states successfully defended it, until they were forcibly reannexed on the eve of

World War II. The others were retak-en by military conquest in 1920-21. The Armenians have been a distinct nation, if usually an overrun and

abused one, since the 8th century B.C.,

claiming descent from Noah. Azerbaj jan, now Moslem, acquired indepea-dent standing under one of Alexander

the Great's generals, in the 4th century B.C. Mr. Gorbachev today intends to

sort out this rivalry and accommodate both sides' national feelings, and those

only in the late 19th century.

from across the country.

( 今)清松寶 War Vision

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# The World's Rendezvous With Europe

**BMW 318i** 

**Automobiles** / Positioning for the Future

# **Tariffs and Taxes** Mar Visions of Unity

The future of Europe's auto Industry will be fought over mostly within Europe, European manufacturers are not doing much to prepare for a new auto world beyond attempts to improve their products, lower their costs and develop their sales within Europe. They can only guess what the united market of tomorrow will mean to them. Mostly, they aspire just to protect themselves from the outside world, and walt and see.

"What we are witnessing at present," says Renault chairman Raymond Levy, "is not the making of Europe; it is the development of civil war in Europe."

He was referring to the various new barriers being raised to further separate Europe's car markets. Despite the

Autos: 20 percent of the EC/Japan trade deficit

urgent need for increased technical harmonization, European governments are still drifting apart on subjects such as emission regulations, and some - including several German Lander - have initiated special rulings of their own. Harmony seems farther away than ever.

EC authorities in Brussels are expected to handle some 350 proposals this year to help the car industry move closer to an integrated market. But insiders feel it will be a long time be-fore major issues are settled. Among their questions:

When and how will a country like Belgium stop blocking car tariffs? At present, cars are regularly reimported from Belgium into markets such as the United Kingdom, France and Italy, and still end up being cheaper than the same cars at the local selling

When and how will VAT rates be

harmonized sufficiently to insure fair competition? While numerous countries have a VAT rate of around 30 percent, in Denmark and Greece the level of tax is close to 200 percent.

Other European nations levy rates of between 10 and 15 percent and France, which lowered its own VAT on cars from 33 percent to 28 percent last year, is still charging double the rate

of Germany. When and how will local legislation be harmonized enough to allow sufficient commonality in business practice within Europe?

"I hope," says Mercedes Benz chairman Edzard Reuter, "that Europe will at least take a first step in 1992. There should be some adaptation of national regulations, but Europe will not come about just through a series of political decisions. Bureaucrats will have to learn how to intervene less, unions will have to adapt to wider dimensions, and managers will have to accept that people do not reason the same way everywhere. All in all, I am afraid we won't have a truly unified European market before the end of the century." Most automotive executives are just

as skeptical, even though they are convinced that competition within Europe is bound to become tougher. Home markets will not be protected any longer; manufacturers such as Flat in Italy, Renault and PSA in France, Ford and the Rover Group in the United Kingdom, Volkswagen in Germany, will not be able to determine market price forever. Some of those, mainly the Fiat group, are bound to be less prosperous at home, and therefore possibly less aggressive on neighboring markets.

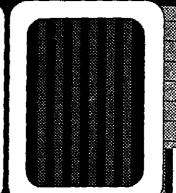
Certainly the integrated market will not modify everything; frontiers may

See Tariffs, page III





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Post-tax price DM '000

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# The Integration Gap

A high VAT rate is just as misleading as a low one. What counts is the overall post-tax price, italy and Spain, for example, charge high VAT rates but levy no car purchase tax. Greece charges the lowest VAT rates, yet a Special Consumption Tax can exceed 300 percent of the retail price. Result: a BMW in Greece costs nearly four times a BMW in Luxembourg.

Interview / Umberto Agnelli, Vice Chairman of Fiat

# Tough Transitions and Social Shock Absorbers

Umberto Agnelii, vice chairman of the Flat Industrial group and of the Roundtable of European Industrialists, outlined his views on the world automobile industry, Europe's future, East-West relations, Italy, and other issues. The interview, which took place in Turin, was conducted by Axel Krause, corporate editor of the International Herald Tribune. Following are excepts from the interview:

Eastern Europe is again looming as a major, new market for Western Europe. Do you agree?

Hungary, Poland, Romania and East Germany have a basic culture similar to ours. And clearly if they

commit themselves to growth and consumer goods, such as cars, then I do see a market. A potentially enormous market.

For years, the Fiat group has developed its business interests in East Germany, Yugoslavia, Hungary, Poland and Bulgaria. Where is the action for you there today?

The only big thing is Poland, where we go back to the 1920s. We are renewing a longstanding licensing agreement there for a small car - the 126, which is mainly for their internal market, though some have been imported into our market. Exports, however, have been limited in the new

agreement. Now, we are discussing building a bigger, medium-sized mod-el. It is not a joint venture. It is also a licensing agreement.

As Westerners, we must hope that 'perestroika" will work, and we should do all we can to help them move in that direction. That means identifying joint ventures with them. If in the automobile sector, for example, we can buy products from them at

How about the Soviet Union?

only technology but our finished products, then things could change. If Fiat were to help the Soviets build another large car plant, similar to what

acceptable quality and sell them not

you did at Tolgiattigrad on the Volga in the 1960s, would COCOM present an obstacle?

Source: DRI International Automotive Services

In the auto sector, there is very little on the list. There are obstacles with regard to machine tools. Until now, we have been very respectful of the CO-COM list. But we are not really doing big business. We are trying to see if there are conditions for doing good, sound business - for them, and for

How do you assess the Soviet Union's repeated statements about

See Transition, page V

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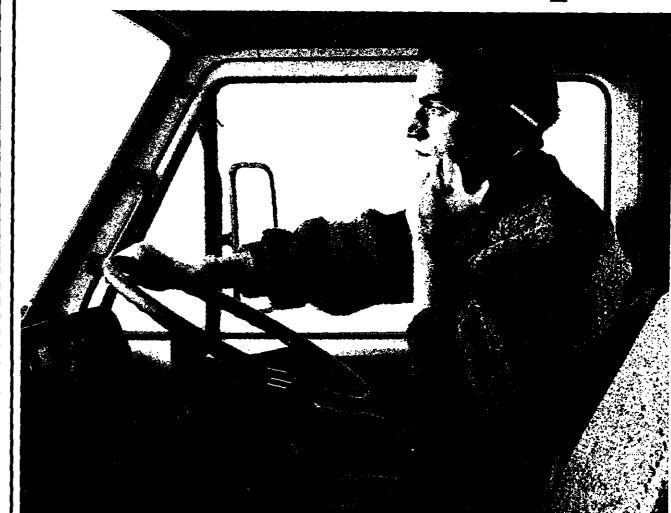








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- NOKIA-MOBIRA mobile telephones are marketed in France by MATRA NOKIA RADIOMOBILES, which had a nearly 50% market share in 1987.

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# 1992

**ADVERTISING SECTION** 

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The process of harmonizing European controls on car pollutants began in 1968. Twenty years later, it has suddenly accelerated as awareness of the link between car pollution and forest damage has grown.

But it will take at least until 1992, and probably longer, before EC pollution controls equal those already in force in the United States, Japan, Switzerland and Austria or those soon to be adopted in Sweden and Finland. The question consumers, environmentalists and European Parliamentarians are asking European car manufacturers is this: If you can build to meet American and Swiss standards

American restrictions are far tighter than Europe's

and specifications for export, why do you resist the same standards in the Community?

Over the past nine months, the European Community has tightened controls somewhat, and on December 3, 1987, the EC Environment Council agreed on tighter standards for reductions in pollution from medium-sized and large (1.4 to 2 liter and above 2 liter capacity engine) cars, but left aside the touchier issue of small (under 1.4 litter) cars. Setting new standards for small cars is vital to controlling air pollution, because they make up 60 percent of the EC car fleet and account for over one-half of total distance driven. They also produce more than 45 percent of automotive NO2, much of that in extra-urban driving, which is not taken into account in

current emissions testing.
In June 1988, German Environment
Minister Klaus Töpfer, acting as Presi-

Emissions/European Control

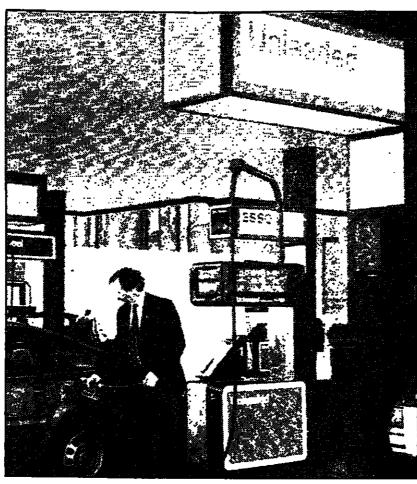
# Cleaner Cars for 1992: Will EC Standards Rise?

dent of the Council of Ministers, secured a common political position on the Commission's proposal of a limit of 30 grams/test for carbon monoxide and 8 grams/test for combined nitrogen oxides and hydrocarbons. Countries wanting to go all the way to meet American standards by reducing HC and NO<sub>2</sub> emissions to 5 grams/test, including West Germany, the Netherlands, Greece and Denmark, agreed on condition that the Community would consider and possibly impose further reductions on pollutant emissions in 1991.

The French government backed away from the agreement in July, obviously under pressure from Jacques Calvet, head of the Peugeot-Citroen group. Negotiations this autumn are focusing on preventing Germany and the Netherlands from expanding or introducing new systems of tax breaks for buyers of cleaner cars. "They are making the necessary investments now for 1992, but they can't accept the pressure from the countries providing financial incentives for cleaner cars," a well-placed European Commission offical comments.

The European Parliament refused

to go along with the other EC institutions, and, on September 15, 1988, rejected by a vote of 243 to 67 the proposed EC controls on pollutants from small-engine cars as too weak. "If we look at all motor vehicle emissions in Europe and growth rates of motor vehicle use between now and the year 2000, the proposed EC standards are not going to decrease pol-



Promoting unleaded fuel is one way to protect Europe's ecology.

lutant emissions at all," argues Michael Walsh, an international consultant on motor vehicles emissions controls in Washington, D.C. "A major political price being paid

"A major political price being paid by the European Community as a whole is the souring of perceptions of Europe in Germany, the Netherlands and Denmark," says Dr. Wolfgang Hager, partner at European Research Associates, a Brussels-based economic affairs consultancy.

Because cars and trucks are "mobile sources" of air pollutants, as the U.S. Environmental Protection Agency likes to term them, and produce different levels of pollution depending on their construction, age, maintenance and use, polliticians are at a loss to quantify the health and environmental gains from tighter exhaust controls. Instead, countries have chosen "state of the art" in control technology as a means of regulation.

Environmentalists, along with the governments of West Germany, the Netherlands, Denmark and Greece, say that EC standards should be the same as those in the United States. The "state of the art," they say, should be what is possible, not what is technically easy and financially painless to motor vehicle manufacturers. By allowing European manufacturers to do less, the European Community has "condemned Europe to more air pollution caused by cars than is necessary," said the European Environmental Bureau (EEB).

The problem from the European car manufacturer's point of view is cost. The proposed EC standards could be met by the installation of a three-way catalytic converter or a lean-burn engine, but would add about 4 to 5 percent to the price of a bottom-of-the-line small car. The total cost of installing a three-way catalytic converter adds up to at least ECU 340, according to industry estimates. An though the technology is simple, no European company is currently selling a small car equipped with a lean-burn engine; Toyota is alone with its 1.6-liter Carina.

"Since a decrease in pollution is intangible, we are skeptical about any sudden increase in price for a benefit the consumer cannot actually see, We are afraid of the consumer's reaction," says Carlo Cucchi, secretary-adjoint of the Committee of Common Market Automobile Constructors (CCMC) in Brussels.

EC standards have always been part of what is known as "voluntary harmonization." Member states may not refuse the import and sale on their territory of vehicles meeting EC certification standards but may set their own different standards for domestic manufacturers, and a number of them have done so. A French manufacturer can sell a model in Germany only if it meets EC standards, but a model sold in France need not

in France need not.

To further complicate the situation, these harmonized standards do not originate with the European Community, but at the international level of the United Nations Economic Commission for Europe. This Genevabased body handles certain East-West political issues, in particular trans-boundary ones, including acid rain and motor vehicle pollution.

Harmonization of pollution controls on European Community cars thus means, first, harmonization between Eastern and Western Europe and the United States; then, a repeat performance by the 12-member European Community; and finally, voluntary national application to domestic manufacturers by the individual EC member states. EC harmonization of automobile pollution controls will continue at its own pace after 1992, according to

many observers. Although Japanese imports will pose a mighty threat to EC manufacturers after 1992, few industry representatives in France, Italy or the United Kingdom think that the availability of cleaner Japanese cars will make much difference in the mar-

Other observers, including key consumer groups, think differently. "European producers are profiting from the politicians' weakness," argues François Lamy, who is responsible for energy, health, and consumer product safety at the Office of the European Consumers Union (BEUC) in Brussels. "Particularly the French and Italian producers are resting tranquilly behind the barriers keeping out Japanese cars, while in West Germany the economy and the environment serve each other dynamically, forcing production of the cleaner, more competitive cars consumers prefer."

"The countries most threatened by Japanese imports are exactly the countries that are most backward on environmental protection. The attractiveness of Japanese cars, which will be delivered at low cost and equipped with catalytic converters, makes the threat much more dangerous," Dr. Hager believes. His view is supported by the EC government's pushing for stronger controls.

1992 could bring the replacement of the voluntary EC-type certification scheme with a mandatory scheme, possibly including poliution controls. A Commission "white paper" on motor vehicle regulation has been circulating for well over a year, and may finally be issued within a month, but the Commission services are still divided on the question of mandatory environmental standards. Such standards are inevitable, representatives of the automobile industry believe. As of last July, any new, harmonized environmental standard affecting the Common Market must "take as a base a high level of protection," according to the new article 100A of the Treaty of Rome, the European Community's constitution. But it also explicitly allows the member states to go beyond the Community standards to protect public health of the environment.

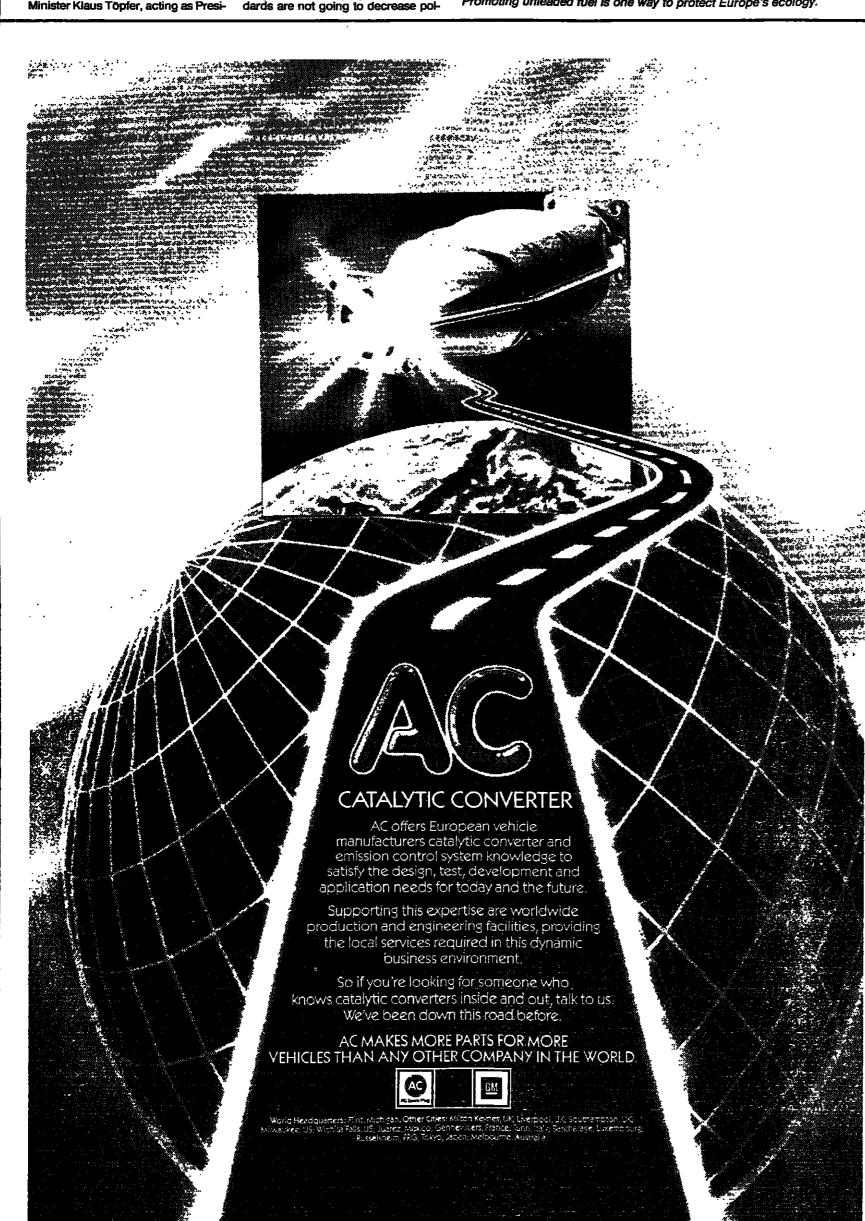
The West Germans and the Dutch are giving other European manufacturers a headache by offering sub-stantial tax advantages to purchasers of cars with catalytic converters, and almost all of the 11 German states have adopted smog-control regulations that limit the use of more polluting vehicles in certain atmospheric situations. The European Commission believes that tax breaks violate the Common Market and has introduced infringement proceedings against the German government, and will do so shortly against the Dutch. Some European car manufacturers see the antismog regulations as a barrier against trade in their cars, which do not meet American standards.

The Commission's complaints may run smack into article 100 and the mid-September decision of the European Court of Justice, allowing Denmark to impose national deposit and recycling requirements on beverage containers for reasons of environmental protection. These developments give the environmentally progressive states reason to hope that their higher standards can prevail alone, if not together, and in the process may be turning EC product-related environmental standards into an isolated valley, penetrated and surrounded by the higher standards of its

member states and neighbors.

Ultimately it will be up to European consumers to decide, as these governments and associations believe they are ready to do, whether they are willing to pay a little extra for technology that will serve to protect their health, agricultural crops and forests, as well as reduce wear and tear on their cars.

Cynthia Whitehead





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# 00 The World's Remainder Mills Europe

Imports / Setting Limits

# Managing Free Trade and Complying with Quotas

import curbs on automobiles are arguably one of the thornlest problems to be resolved on the 1992 agenda. The sensitivity of this issue is matched only its complexity. It concerns many non-EC countries - and not just Japan - and touches upon a wide variety of policies and practices.

In theory the objective is for cars to enter the European Community at will, as well as to be distributed freely among the 12 member countries, but not everyone believes the ultimate goal will be met. "There will be no free trade in cars," asserts Paul Capella, an analyst with the consultant DRI Europe Inc. "Absolute agreements don't work. The motor industry will not be allowed to go the way of cameras, so it is a question of 'managing' a free trade."

Meanwhile the hunt is on for an official interim solution to give the Eu-

Taxes range from 12 to 300 percent across the EC

ropean auto industry time to prepare for the full brunt of open competition. This would ease the transition from national restrictions to a free market in line with the General Agreement on Tariffs and Trade (GATT), according to Hanns Glatz, secretary-general of the Motor Industry Liaison Committee, or CLCA.

One of the many obstacles is the disagreement between the European Commission and the industry on when import limits should be lifted, Mr. Glatz says. The commission thinks their removal should go hand in hand with export stabilization. But the CCMC, the carmakers' lobby in Brussels. wants a Europe-wide quota of 1.05 million Japanese cars and light commercial vehicles, about 15 percent below forecast imports for 1988. François Perrin-Pelletier, CCMC secretary-general, said manufacturers believe the ceiling should remain until Europe's vehicle sales in Japan rise from 120,000 this year to between

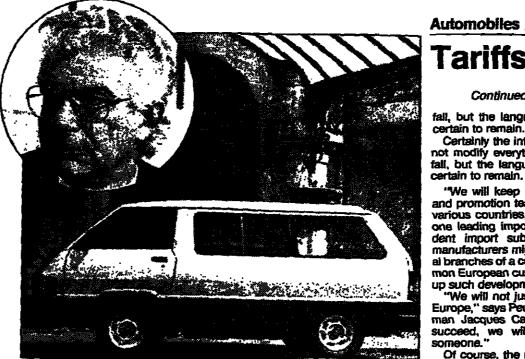
250,000 and 500,000 a year. Willy De Clercq, EC commissioner for external affairs, says, "The industry is extremely important economical-

ly and socially in Europe, as it employs 12 million people directly and Indirectly." But despite the rationalization carried out in recent years, the sector is "still vulnerable." Any solution, he says, will have to take into account three elements: the community's determination to open up to the outside, to provide legitimate protection inside, and to give an adequate response to Europe's trading partners. The commission is drawing up proposals on import curbs and other auto industry issues facing the single market, and hopes to present them to the Council of Ministers before the end of the year, Mr. De Clerco adds. This will be a crucial item for Mr. De Clerco's successor when the new EC commission takes over next January.

Five of the 12 EC countries now limit Japanese vehicle imports in one way or another. Restrictions range from a quota of about 3,000 cars a year in Italy to a 3 percent share in France and 11 percent in the United Kingdom, Spain and Portugal renegotiate their quotas each year, and even though West Germany has no controls in theory, it advises the Japanese to cool the pace when it gets too fast, Mr. Capella savs.

Though imports may increasingly come through countries with no manufacturing facilities (e.g. Belgium and the Netherlands), DRI thinks the overall number of Japanese cars sold in Europe will not change that much. "The questions are where they will be sold, how high their value is and who they will compete with," a recent DRI report stated. A controlled expansion in Europe's four most rigid markets could cost Italy's Flat and France's Renault and PSA (Peugeot) 240,000 units of lost production.

The United States and Japan both condemn the idea of a pan-Europe quota. "We are greatly troubled by reports that the community is considering EC-wide auto restraints in conjunction with its internal market." U.S. Trade Representative Clayton Yeutter said in a specially prepared statement. "We have been repeatedly assured that the creation of the internal market would not turn into a protectionist exercise. We hope that will be the case." All import quotas should be abolished



EC Commissioner for External Affairs Willy De Clercq: the car industry is "vulnerable."

as early as possible, says a spokesman for the Japanese Embassy in Paris. The Japanese say reciprocity suits them fine but call for trade to be measured in value instead of units. "It is impossible to compare the small cars Japan exports to Europe with the large, expensive models Europe ships to Japan," comments Moriharu Shizume, director-general of the Paris office of the Japanese Automobile Manufacturers Association. "The value of European car exports to Japan will be about half that of Japanese exports to Europe this year in yen terms," he adds.

Japanese carmakers are the obvious target of concern, but little has been said about the South Koreans, nor about the potential threat from the Americans. The Taiwanese and East Europeans have been virtually ignored so far.

Then there is the open question of local content. The French government consider that 80 percent of a car's value must be of local origin for it to be deemed locally-built, whereas the British believe 60 percent is enough. Matters at the end of September came to a head a the first Britishmade Nissan Bluebird passenger cars were starting to arrive in Continental Europe. No decision has been reached on whether the cars will

come within the French 3 percent limit or not. Britain has lodged a formal protest with the European Commission and the French government and, if no solution is found, the case could end up at the European Court of Justice. An agreement on percentages would, however, still leave unanswered the question of how the value of local content should be costed.

Hard negociating still has to be done on various other automotive issues that continue to divide the community. The CLCA's Mr. Glatz says there are differences in sales and registration taxes, emissions standards and government subsidies. Taxes range from 12 percent in Luxembourg to 200 percent in Denmark and Greece in practice, and 300 percent in theory.

Whatever the outcome of the auto trade debate, the Organization for Economic Cooperation and Development in Paris believes import restrictions are a bad idea. A study on the United States, Canada, the United Kingdom and France, published earlier this year, concluded emphatically that the cost to consumers far outweighed the value of jobs saved and other benefits created by import

Barbara Casassus

Automobiles / Positioning for the Future

# **Tariffs and Taxes**

Continued from page i

fall, but the language barriers seem

certain to remain. Certainly the integrated market will not modify everything; frontiers may fall, but the language barriers seem

"We will keep specific advertising and promotion teams at work for the various countries," says the head of one leading importer, "but Independent import subsidiaries of major manufacturers might become regional branches of a central office. A com-

up such developments."
"We will not just make Europe for Europe," says Peugeot-Citroen chairman Jacques Calvet. "If we are to succeed, we will make it against

mon European currency would speed

someone." Of course, the major competitor, if not "enemy," in this case is Japan. Europe imported 1,180,000 cars from Japan last year, while exporting only 88,825 in exchange, with German vehicles accounting for over three-quarters of this total. The automobile branch alone is responsible for about 20 percent of the huge trade deficit between the EC and Japan. The MITI Japan's powerful foreign trade

ministry - is thought to be ready to instruct Japanese manufacturers to limit their exports to 11 percent of total European registrations. While this might please some European registrations, others are hostile to such a compromise,

An "open Europe" is bound to spread Japanese sales more evenly over the continent. This is without counting Japanese cars to be produced in Europe (Nissan, for one, will manufacture about 200,000 of its own cars in the United Kingdom by 1990), and imports of Japanese products manufactured in areas such as North America, where Nippon production is

to exceed 2 million units by 1990. The Common Market Constructors' Commission (CMCC) believes Ja-pan's exports to the EC should not exceed more than double the number of cars the EC sells in Japan. Many, of course, feel that this is no more than wishful thinking. While German manufacturers - the only ones who took truly positive steps to increase their penetration of Japan - officially

share the CMCC's stand, they also admit that it has little chance of bearing any truit. Instead, they are working hard at developing their sales in Japan (which by now absorb over 5 percent of BMW's and Daimler Benz's total output) and are initiating modest joint ventures with Japanese manufacturers: Mercedes with Mitsubishi, Volkswagen with Tokyo.

They are still a long way from the major common projects initiated by America's manufacturers (General Motors with Isuzu and Suzuki and Korea's Daewoo; Ford with Mazda, Nissan and Kia; Chrysler with Mitsubishi) or even the British Rover Group with Honda, but they are also way ahead of their Latin competitors on this path.

European manufacturers have more than defensive measures on their agendas. All are busy reducing their break-even points, lowering production costs through increased robotization and reduced personnel. The Fiat Tipo, one of the most spectacular novelties on the market, is a good example of what rationalization can bring about. Many add content to their cars, as Renault did with the '19", a heavier, possibly more durable and better finished product.

On the other hand, only two -Daimler Benz and Fiat - have diversified beyond cars and trucks. The majority center their action on vehicle production while getting rid of nonautomotive subsidiaries and reducing their activity in parts making.

Also, there are two only who plan to increase their capacity: the Volkswagen group, mainly through the purchase of Spain's SEAT, and PSA (Peugeot-Citroen), who intend to increase their production potential from 2.1 units to 2.5 million units within the next four years.

Noteworthy is the fact that no European manufacturer produces cars in North America since Renault sold AMC to Chrysler and Volkswagen closed its U.S. plant in Westmoreland. Europeans keep exporting their cars - mostly luxury products - to the United States, but none proves able to overcome the obstacles of a weak dollar and all - Daimler Benz, BMW, Porsche, Volvo, Jaguar - are losing ground there to the Japanese.

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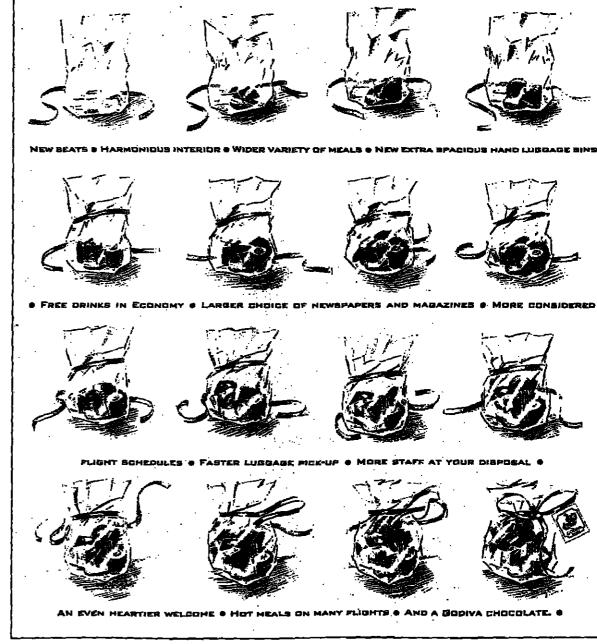
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# **East Meets West** In British Subsidiary

Nissan Motor Manufacturing (UK) Ltd., a wholly owned subsidiary, is determined to shed the label of a Japanese company. Instead, it wants to be a British and European company - over the objections of some com-

The taxi driver could not contain himself when he found out his passenger was going to tour the Nissan auto plant near Sunderland, in northeast England.

"Pardon me, sir, but I feel I must speak," Maurice Bewick, the driver, said in the heavy Geordie accent of the Newcastle area. "Nissan has been terribly important to this area. Nissan has imbued this area with a new spirit, new hope for our future."

In the last few years, 22 Japanese companies have opened plants in northeast England, a traditional

France wants local content set at 80 percent

smokestack area that was hard hit by the demise of the shipping, coal and steel industries and still suffers some of the highest unemployment rates in the country.

Among the 22, Nissan is clearly the biggest and most important Japanese plant in the area. With a capital investment of \$600 million - to reach \$1 billion by 1992 - the plant is the largest single Japanese investment ever in Europe.

lan Gibson, the Briton who was hired away from Ford Europe to serve as deputy managing director of the Nissan plant, welcomes visitors in his office - the only other private office in the open-plan plant belongs to Toshiaki Tsuchiya, the managing director - wearing the same blue uniform as workers on the production lines. The jacket even has his name sewn on it, along with little corporate patches like those worn by tennis players.

He said Nissan, the second-largest Japanese carmaker and the one with the most sales in Europe, decided to open a British manufacturing subsidiary long before the European Community began taking serious steps toward creating a single market.

'English was the most convenient European language," he said. "It's a cosmopolitan place, more used to foreigners than some other places in Europe. And it's traditionally been Nissan's biggest European market, with near 6 percent of the total U.K. auto market.'

Nissan and the British government opened negotiations in 1981, and the subsidiary was formed in 1984 after the Sunderland site was chosen. Over the years it has been widely reported that Prime Minister Margaret Thatcher made the Nissan plant a personal prionty in order to inject Japanese management techniques and efficiency into the British auto industry.

"I don't know about that, how much she was personally involved," Gibson said. "But it was clearly a big decision for Nissan and a big decision for the U.K. government. I would expect any decision on that scale would be a Cabinet issue." Gibson said Nissan found northeast England appealing because of its history as an industrial center; at the same time, he said, the absence of automotive plants in the area in the past meant that workers would not have to "unlearn" the ways of other British carmakers.

There was a strong engineering tradition in the area, but no motor industry tradition," Gibson said. "We wanted to create an industrial atmosphere that was different. We set out to run our business entirely differently from the rest of the British motor in-

More than 25,000 people were interviewed for the first 470 jobs at the plant, and applications continue to pour in at a rate of up to 100 a day as the work force grows from its current 1,800 to 3,500 by 1992.

Nissan executives said they have tried for an "East meets West" workplace. Only 40 of the plant's current employees are Japanese, and they are "technical advisers" rather than production workers. Among the British staff, about 250 have been to Japan for training.

There are no pre-work exercises or company songs, but workers do meet in teams of 20 at the start of each shift to discuss their assignments. Everyone shares the same parking lot, and



The team meeting area at Nissan's northeast England plant. The subsidiary produced 50,000 Bluebirds this year.

the company directors stand in the same cateteria lines as the broompushers. Their blue uniforms are even the same, whereas in Japan different colors often are issued for different ranks. The plant has a single-union agreement with the Amalgamated Engineering Union; strikes are not prohibited in the contract, but neither are workers required to join the union. Shop-floor wages in 1988 range from \$13,300 to nearly \$40,000.

Construction on the plant began in 1985 and Thatcher opened it in September 1986. In its agreement with the British government, the particulars of which remain confidential, Nissan received a variety of government grants estimated at more than \$120 million. in exchange, the company made assurances on investment, hiring, spending and "local content" - the percentage of its production costs that come from firms within the EC rather than from Japan, "Local content and investment are the heart of the agreement: what we'll spend and how," Gibson said.

The Nissan plant began production in 1986 with 5,000 Bluebird autos compact four-door, four-cylinder models that are scaled-down versions of the V-6 Maxima that Nissan makes at its U.S. plant in Smyma, Tennessee. The local content of those first Bluebirds, all sold in Britain, was 40 per-

cent. Last year, when 29,000 Bluebirds rolled off the Sunderland assembly line, a second production shift was added a year ahead of schedule and local content was up to 60 percent. That qualified the Bluebird as a "European" car under the EC's informal guidelines, and meant it was no longer subject to the quotas and tariffs imposed by EC countries on foreign automotive imports.

In Britain, Sunderland-produced Bluebirds are now counted as Britishmade cars instead of falling within the import quotas that limit Japanesemade cars to 11 percent of the newcar market. The plant's 1988 goal is 55,000 cars and a 70 percent local content; by 1993, 80 percent local content for the scheduled 200,000 Bluebirds and 100,000 Micra models for a new, smaller line to be aimed at southern Europe. In early October, the plant began shipping cars from Britain to the continent. Eventually, half the cars made at the Sunderland plant will be exported to other EC countries. Some of Nissan's European competitors, notably Renault and Peugeot, have expressed concern about the Bluebird's status as a "European" car that can be sold any-

where in the EC's single market. The French government, which limits Japanese imports to 3 percent of its auto market, has protested that the

Bluebird is still technically a Japanese, not a European car, and wants the local-content requirements set at 80 percent. Talks began last summer in which the British government is trying to convince the French that the Bluebird is indeed a European car a conflict that is likely to become common between EC countries that get new Japanese auto plants and EC countries where those cars are ex-

Gibson said that he is not worried about meeting local content requirements, even if France persuades the entire EC to raise the limit to 80 percent for qualification as a European car. He said inspectors and auditors from Britain's Department of Trade and industry tour the plant and examine its books twice a year to make sure Nissan is keeping its part of the localcontent bargain.

Gibson said the only major component of the Bluebird that will definitely continue to be imported from Japan is the transmission, which accounts for about 8 percent of the production costs for most cars made in Europe. If and when production reaches 300,000 cars a year, he said, it may become more economical for Nissan to make transmissions in Britain rather than import them from Japan.

Timothy Harper

Briefs / People and Places

# Restricting **Advertising**

 A senior executive of a leading U.S. advertising agency has warned that new proposed regulations affecting pan-Europeen television have turned into "a bureaucratic nightmare." Speaking in Amsterdam October 4, at a marketing conterence jointly sponsored by the International Herald Tribune and the Leo Burnett advertising group, Kerry Rubie, the agency's director for Europe and the Middle East, said the new convention being drafted by the 21-nation Council of Europe could become "a detailed instrument for restricting the legitimate use of television as an advertising medium." Mr. Rubie cited a provision in the convention that would restrict future advertising to 15 percent of airtime daily and no more than 20 percent in any hour. "There is no need for the time Ilmit," Rubie said, "and no point to it except to satisfy a craving for control - the prevailing motive of bureaucrats everywhere."

 Similarly, at the same conference,
 Michael Horst, EC director for Philip Morris, the U.S. tobacco group, predicted: "Implementing the vision of a simple Europe will require that more power be given to European Community officials in Brussels and to the European Parliament in Strasbourg. And where there is a concentration of power, there is also an inviting target for pressure groups - I mean people who want to control what companies say, and how they say it."

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• Mrs. Thatcher's widely quoted speech in Bruges, Belglum on September 20 was interpreted as "Gauilist" for its nationalist, anti-Europeanovertones regarding political sovereignty, and her insistence that individual European countries maintain their identities. Commenting on her speech and the reference to Charles de-Gaulie's policy of the early 1960s, Lord Cockfield, the outspoken EC Commissioner criticized by Mrs. Thatcher for being "too European," told the Swiss Institute for International Studies in Zurich October 3: "De Gaulle's concept of a "Europe des Patries' is nothing but a fig. leaf to disguise total opposition to the whole

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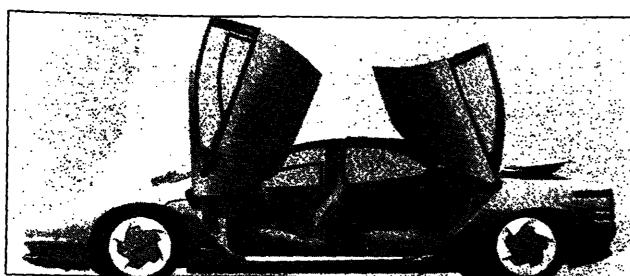
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Portofino, the "advanced conception" luxury car created jointly by Chrysler and Lamborghini.

**Luxury**/A Booming Industry

# **New Competitors Enter Lucrative Sector**

Today, Europe is the world's chief producer of luxury cars. As Japan and the United States try to edge into this lucrative market, Europe will have to fight to maintain its position.

Automotive industry experts and analysis engage in considerable and frustrating research attempting to define luxury cars and their users. For consumers, the answer is much easier. Whether they are American, European or Japanese, they will define luxury cars by naming brands that are mostly European.

The European image dominates even in the United States, despite the nearly one-million cars classified as "luxury" produced by the American industry. Americans buy high-quality, expensive American cars - such as Cadillacs and Continentals - while still apparently accepting that true lux-

American makers learning luxury is more than size

ury resides in European brands such as Mercedes and Jaguar. This anomaly results partly from the American industry's definition of a luxury car as a very large vehicle.

European luxury car manufacturers not only have the best image, they also produce the most: 1.5 to 1.7 million units a year. They are their own best customers, consuming 1.1 miltion units at home. These factors. States and Japan, have consistently made this sector highly profitable.

Changes in the EC related to 1992 could either interfere with or improve the success of the European luxury car industry. In addition to the increased competition resulting from the internally free market, the final agreement to harmonize Value Added Tax (VAT) and excise tax will be important. If, for example, a moderate VAT rate such as the German 14 percent is chosen, this could promote demand in those European markets with currently higher rates. Conversely, a high choice would hurt the lucrative German market and bring no other European growth.

Soon European luxury car manufacturers will not be alone in this lucrative market - non-luxury car producers are edging into it. Some American manufacturers are no longer content to provide luxury in size alone, but are examining ways of competing more directly with European automakers. The Japanese, who currently produce very few luxury cars, have also decided to have their own offerings. So far, they have created specialty cars with very high quality and performance. in Germany, these Japanese cars have met German brands head on. This is not the case in the United States, where American brands are still behind European

Within Europe, the six volume manufacturers - Volkswagen, Renault, Peugeot, Fiat, Ford, General Motors - already have products that purport to compete with the core luxury prod ucts, and some Fiat Lancias and Volkswagen Audis obviously are in

the luxury sector. Although the other four manufacturers have not significantly penetrated the luxury sector,

they may have created a new market. The movement to attack the core luxury market is encouraged by two major forces. First, the world demand for automobiles is generally forecast to grow at only 1 to 1.5 percent annually in new units. And, secondly, the consumer rate of growth in outlays for new cars is vastly outstripping unit growth, as consumers buy more options and accessories, better perfor-

mance and, unique styling. Recognizing the diminished market outlook for units, and in order to cash in on consumer outlays, volume producers have developed more differentiation throughout their ranges. The Japanese are probably the leaders in this; they generally have more complex products than either their American or European competitors. This strategy often leads to improved margins on the incremental revenue and an emphasis on value added versus units or share. Restrictions and quotas on Japanese imports into the United States and Europe are encouraging the Japanese to emphasize this kind of strategy.

In Europe, the U.S. and Japan, the luxury industry is rich and growing; having survived the oil shocks and various recessions, it is now extraordinarily resilient and competitive and growing more so. But Europe will have to struggle to keep its leadership position in what has become one of the most lucrative automobile sectors.

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industry.

Donald L Kress

interview / Umberto Agnelli, Vice Chairman of Fiat

# Transitions and Shock Absorbers

Continued from page 1

willingness to joint the IMF, GATT and

other international bodies? I believe that there is, basically, a political idea behind this. Soviet leaders realize that if they don't open themselves up in the next 10-15 years, and move away from spending so much on the military sector, others will become more influential - China.

India, for example.

Looking at Western Europe and 1992, how important to you is realiza-tion of EC tax harmonization and a

common currency? It is fundamental. Otherwise, I don't see the possibility of having a real integrated European industry.

But the recent statements by Mrs. Thatcher and Michel Rocard indicate it's going to be politically difficult, if not impossible.

I'm used to hearing these flamboy-ant declarations. They are mainly done with a view to negotiating. But the recent steps taken toward unifying the European market are really big. I

would say irreversible. I notice that the European Roundtable has avoided taking a stand on political integration and sovereignty

when talking about 1992. Why? We have a rule at the Roundtable we must reach unanimity before we come out with a statement. So I'm

afraid we'll remain prudent. What do European industrialists think about political integration?

The great majority of industrialists would like the united market to be the first step toward a more politically integrated Europe. That means a European defense policy and, of course, a European procurement policy which is fundamental. And a European foreign policy.

·How do you react to new talk about the dangers of a social explosion in Europe caused by worsening unemployment?

We will have to continue finding social shock absorbers. It's going to cost a lot, something we don't speak about very much when discussing a united Europe.

How do unions fit in?

This is probably going to be the most important problem to deal with. Yet it is very difficult getting them involved, because they are atraid of losing power. They should identify them-selves with problems of training and

education. Fine, but many union European

leaders still warn that 1992 means more unemployment. Yes, there has been unemployment.

And it is a dramatic problem, Luckily, there hasn't been poverty. Unemployment in the 1930s meant poverty. Today unemployment is trying to find jobs you don't particularly like.

What is the future of profit-sharing plans, considering that Europeanbased auto companies in Europe are doing so well financially?

One has to be careful how they work, to take account of a downturn in a bad cycle. But the time, the atmosphere is ripe for profit-sharing plans Europe, because things are going



well. The French already have a few

companies doing profit-sharing. There is regular talk about big, cross-border mergers among European automakers, but nothing ever happens. What's the outlook?

The general outlook for the automobile industry is change, and many things are going to happen fast in the area of components. They are 60 percent of the added value of a motor car. Yet I wouldn't exclude something happening at the level of final assemblers. Remember, our business is acting in a different way today.

Are you suggesting joint ventures between you and your competitors?

We've got some joint ventures with Peugeot. We make a van with them here in Italy in a 50-50 venture. Why not have other projects of that kind? It doesn't mean merger. There may be other solutions. The important point is getting economies of scale.

How do you explain talk of other moves planned by Fiat, specifically into insurance and services?

Let us not confuse Fiat and IFI, the (Agnelli-controlled) holding company. But we definitely do have an interest in financial services, because services go with, and complement industry. We are taking some little

steps in that direction. Does all the talk about a Fortress Europe mean that, in effect, European industry is seeking a transition period

to prepare itself? Yes. It is going to be a tough period. What is your reaction to Senator Packwood's warning at the Aspen Institute conference in Canisy that he would not accept a transition period

for Europe unless it contained guarantees to end at some point?. I think he is right. You also must define what a transition period is. But I think it is very difficult to come up with an answer today. We still don't know what the EC fiscal laws are going to be what kind of currency we will have, or

how much unification will cost. What is the future of high-speed European railroads?

There is space for both airways and trains. What is really important are the costs. Today in Italy the income of the state railways covers only 17 percent of its expenses. Yes, people think about going by train from Paris to London in 2½ hours. But it's going to cost more. Look at Japan and what the trains cost there. Before proceeding too far, people should know that they are going have to pay for it. I also agree that national air traffic control is a disaster, although with European air traffic control, things should improve a lot.

How is public opinion in Italy reacting to 1992?

Italian public opinion has always been very pro-Europe, even before the others. You may find some people who are very scared about the integrated market, mainly in the services area - banking, insurance, customs. I believe there are 70,000 people employed in the customs/border service in Italy. Therefore, you cannot sav there is total support for 1992. But there is a big majority supporting it in the country as a whole.

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Perestroika / Difficulties Are Daunting

# **Changing Priorities Of Soviet Industry**

gear up for consumer demands that have been ignored for decades, huge possibilities should open up in the next few years for collaboration with the European Community, but there are problems.

in Yelabuga, a small town east of Gorki on the Kama river, industrial managers were drawing up plans to build yet another heavy tractor and

The non-convertible ruble remains a problem

buildozer factory when the word came down from above. Man cannot live by tractors alone. Go build something that people really need. So, the tractor plant is being transformed into a factory for electric cars for the handicapped. Officials point to Yelabuga as evidence that perestroika is genuinely changing the priorities of the Soviet economy.

Enhanced industrial cooperation with the European Community tallies neatly with another of Mr. Gorbachev's pet themes, the need for a "common European house," or united Europe. Though it is not expressed

European automotive components

suppliers are driving toward the pot of gold they perceive the next decade

will bring. Now worth \$70 billion per year, the automotive components in-

dustry will be worth \$100 billion be-

fore the end of the century. But the

move to a real European market and

to genuine global competition is tak-

The size and profitability of the mar-

ket cause new entrants from the elec-

tronics and materials industry as well

as overseas competitors to eye it avid-

ly. They're encouraged by what they see: an industry with a fragmented,

"Balkanized" structure. In Britain, for

example, seven companies compete

in the radiator business for a total

turnover of \$80 million and nine for

orders for seats worth only \$30 million

ing place simultaneously.

A move toward global

competition is likely

a vear.

As Moscow's clunky industries overtry, there is a palpable hostility ear up for consumer demands that when Soviet diplomats speak of 1992, a clear suspicion that more unity in Western Europe will mean less concern with Ostpolitik, less interest in Central European sentiments of cultural identity, in short, exclusion.

"The problem of 1992 is both economic and political," says Victor Favorine, a technical counselor in the Paris Embassy. "It's not possible to create two separate markets in Europe." Some problems, like crossborder pollution, demand common solutions; others would benefit from a pooling of resources, Favorine argues, painting an idyllic world in which communist East and capitalist West overlook their differences to

work together for mutual benefit.
Certainly there is scope for good deals. Soviet car production, creaking along at about 1.3 million vehicles a year, is barely larger than Belgium's and smaller than Spain's. Total East European car production, at less than 2.4 million last year, was ahead of Italy but behind France's 3 million, to say nothing of West Germany's 4.4 million. According to an Economist study in April, an average Muscovite faces an eight-year wait to buy a car - by which time, even on an average Soviet

salary, he will have been able to afford it twice over. But, strapped as they are for hard currency, the governments of the Council for Mutual Economic Assistance (COMECON) prefer talking to buying.

Take Yelabuga: it was the only concrete example cited by officials seeking to illustrate the prospects for East-West cooperation in the auto industry yet it appears to offer no such pros-pects whatever. With the Soviet market for five-ton electric cars soon to be fully covered by domestic production, what other enticements can Eastern Europe offer EC automakers in the 1990s?

Auto companies say the Soviet mar-ket holds unlimited prospects, or none, depending on whether you look at its vast reservoir of pent-up demand, or its ability to pay. Citroen, which has done a variety of sed one cooperation, plant building and component manufacturing deals in the past with Romania, East Germany and Yugoslavia, is currently battling Italy's Fiat and others for a potentially major engine manufacturing contract with Czechoslovakia. "There's a super market to go for," the Citroen official says. "It could be fabulous if it ever opens up. Trouble is, nobody knows if

or when it will." Typically, the Czech negotiations to set up a factory making 400,000 modern 1.5-liter engines a year for Skoda, have been running two years and look set to continue forever.

"We talk, but nothing happens," comments an official at Renault on the state-owned French group's efforts to develop its existing links with Moskvitch. "There's not much to say about prospects because we can't fix any long-term strategic plan. We don't set the rules of the game."

True, admit rueful Soviet officials. In fact the rules of the game are set by circumstance, in the form of the nonconvertible ruble. Because the ruble is not a convertible currency, imports and technology purchases have to be paid for from export earnings which have been hit by two years of depressed prices for Russia's main exports, oil and gas. Moscow's new generation of managers and economists have started to talk about making the ruble convertible. But the difficulties are daunting and will take years to resolve, Soviet diplomats say.

Meantime, for all the problems, deals do sometimes get done. Italy's Fiat, long a leader in the field, announced early in September it had been chosen by Warsaw for a Polish car building project, its second in a

**Brian Childs** 



M. Gorbachev visiting a Lada plant: the Soviet car industry is changing.

**Components** / The Lucrative Battleground

# Disorder and Potential Of a Crucial Industry

The average European car has electronic systems built into it worth \$300, whereas the figure in the United States and Japan is \$900. With some very notable exceptions, the European components industry lags five to six years behind the United States and Japan in electronics.

There are companies which are aiready moving quickly toward a more focused and consolidated position. Valeo has absorbed Chausson, Magnetti Marelli has absorbed Matra, Lucas has restructured itself to recognize new business opportunities.

A single European market should encourage economies of scale that will enable local suppliers to catch up technologically. But a single market is a two-edged sword: it will also encourage American, Japanese, South Korean and other components companies to set up shop. In the vehicle manufacturing industry, the strength of brand names will prevent a radical industry restructuring, but there is no such constraint among suppliers.

In the United States, where the industry has always enjoyed the benefits of a unified market, many of the traditional components players have failed to recognize the move toward global competition. The result: in certain components sectors the Japanese have gained as much as 25 percent of the American market. The European industry faces a similar future if it cannot meet the challenge of the coming decade.

Will history repeat itself? Not necessarily, if the European vehicle and components industry accelerates its reaction to a new environment. European unification will profoundly influence car sales, retail and after-sale conditions, and vehicle regulations. These changes will affect all players in the automotive business, and the suppliers are a critical part of this business. Within the supply chain to the car buyer, the components industry adds more value than the vehicle manufacturing process itself. Yet the suppliers are often seen as the "poor relations" of the manufacturers. Many buyers do not realize that components suppliers rather than vehicle assemblers have led to such innovations

as anti-lock braking and fuel injection. Most suppliers have seen themselves as just that: suppliers in the vehicle assembly industry rather than prime movers. That is understandable in economic terms: there are many suppliers, but there are few powerful

assemblers, who are in some cases a key part of their national economy.

The European components industry has a number of strengths that, if harnessed, will enable it to compete vigorously in the markets of the future. Among those strengths are design and engineering skills and a proven ability to efficiently adapt components to market demands. Can European automotive suppliers compete, however, not only in their own markets, but also in the rest of the world? The Japanese have proved that they can: the jury is still out on many of the

If the European components industry is to compete, the vehicle manufacturers will have to help. They should develop a pan-European version of the Japanese "just-in-time" supplier strategy; cooperate with key

suppliers to share technologies; divest themselves of their own compo-nents subsidiaries when outsourcing (industry jargon for buying from independent suppliers) makes more eco-nomic sense; seek alliances, joint ventures or mergers with component makers; reduce the number of suppliers, but work with those that remain to develop and strengthen them.

in short, vehicle manufacturers and suppliers must work more as a single industry. If they do - and it is a big if - everyone in Europe will benefit.

The existing suppliers will become more competitive and profitable. The new suppliers entering from Japan, and from the electronics and materials industry, will find stronger partners among the existing players with which to build alliances. The vehicle manufacturers will receive a better service on product development and component supply. Just as important as any of these, the customer will end up with a better product.

Mark Snowdon

- "Best car of the world" 1985 - "Best car of the world" 1986 - "Best car of the world" "Best car of the world" "Best car of the world" \*

Mazda 626 – Imported Medium Range Car Category

\*As voted by readers of Auto Motor und Sport Magazine

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We were extremely honored when we first won the Auto Motor und Sport Best Import award back in 1984. So imagine our pleasure when we proceeded to win the award the next four years in a row. Germans know their automobiles. As do the Swedes, Belgians and Austrians, who also sent plaudits Mazda's way. These included the 1987 "Great Austrian Automobile Prize" for the Mazda 626, a No. 1 "No Defect" rating in 1988 for both the 626 and 323 in Sweden, and the 1988 overall No. 1 Customer Satisfaction rating in Belgium. Still, many Europeans have never driven

a Mazda. People every bit as enthusiastic and knowledgeable about autos as the people of the above four countries. They have yet to experience the precise cornering. Exhilarating and reassuring "footwork." Or innovations like our speed-sensing 4-wheel steering, and advanced suspension systems.

This explains why Mazda is currently constructing a US\$40 million Research and Development facility near Frankfurt, West Germany. Scheduled for completion in 1989, this center should familiarize all Europeans with the innovations and advances Mazda is



making. While enabling us to adapt even more to the demanding European marketplace.

As 1992 approaches, there is much to look forward to for a unified E.C. So, too, for Mazda. For it is by then that we hope to be universally known to all Europeans. And further established in our reputation for building some of the world's finest cars.



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# O The World's Rendezvous With

American Manufacturers / Insiders and Outsiders

# Japanese Market Share Concerns U.S. Companies

Ford and General Motors do not like to be told they are American car manufacturers in Europe. They feel more European than the Europeans. Also, despite the absence of a national base, they may be better placed to profit from 1992 than other big-volume manufacturers such as Flat, Peugeot, Renault and Volkswagen.

Discussions about nationality may seem unnecessary. But in the light of the new one-market Europe and arrivall en masse of Japanese rivals, there

Ford and GM both have 1992 study groups

are clearly outsiders and insiders, and no one is more aware of this than American / European manufacturers, who know what Japanese competition means in the home market.

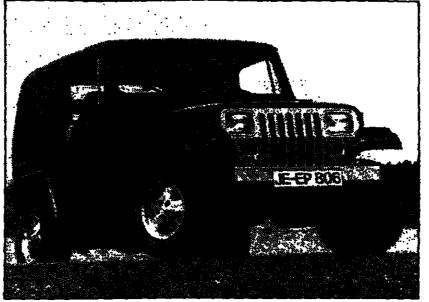
"We never really wake up in the morning and say that we're American," says Walter Hayes, the British vice chairman of Ford Europe. He lists a few key facts: Ford has major manufacturing operations in Belgium, Spain, France, Portugal and Britain. We are the fifth largest exporter from Britain, and the largest exporter from

Spain. Our plant in Bordeaux in France exports more in value terms than the entire Bordeaux wine industry." Ford, which has been consistently profitable in Europe, sold 1.5 million cars last year.

General Motors, with its two main operating units, Adam Opel AG of West Germany and Vauxhall Motors Ltd. of the United Kingdom, is now over 80 years old in Europe. With 10.7 percent of the European market, trailing Ford's 12.6 percent, GM sold 1.3 million new cars in Europe in 1987, turning in a profit for the first time in years thanks to selective cost-cutting and rationalization.

Further gains are expected from the taunch of the new Opel Vectra, now rolling out across Europe."We call ourselves a European car company of U.S. parentage," says Rudolph Beger, Swiss director of government rela-tions at General Motors headquarters

Of the American Big Three, Chrysler has been the most absent from the scene, particularly after the forced sale of its European network to Peugeot in 1979 when bankruptcy threatened. In April, Chrysler opened 180 dealerships in Europe to sell Ameri-



American cars like Chrysler's Jeep are entering Europe's market.

can-made jeeps and other cars, but its return as a European manufacturer is not for the near future. Lee lacocca, the feisty head of Chrysler Corp., said at the recent Paris Auto Show that Chrysler does not plan to "do much about Investment in production" in

Europe. Despite their claims to be Europe an, American car companies have often been perceived in Europe as foreign. In France, under President Giscard d'Estaing, American companies were refused permission to build factories in Lorraine. This was an example of protectionism at its most brutal. More recently, Mrs. Thatcher's government called General Motors to order, complaining that the proportion of national content in compo-

nents was not satisfactory.

Today, rivalry between the United States and Europe pales in comparison to the threat of the Japanese. The Big Six European volume manufacturers - Volkswagen, Renault, Peugeot, Fiat, Ford and General Motors - are united in their concern about the Japanese thrust in 1993.

Roger Smith, chairman of General Motors in the United States, told a Zurich audience that Japan's shere of European car sales could soon rise from 11 percent to 30 percent. He said that this could threaten ten major assembly plants and 300,000 jobs.

The basic position of American manufacturers in Europe regarding Japan is to demand reciprocity of trade. Two months ago, Opel was given the green light to export its German-made car to Japan through Isuzu Motors Ltd., a GM ally. "This is a good start but it's too early to draw conclusions," says Mr. Beger. Also, the new Nissan-Ford venture in the United States could eventually have Europe-

Ford and GM are clearly accepted by the European Community as bona fide Europeans when it comes to 1992 planning. Both have 1992 study groups actively working with Brussels authorities. Both have planning staffs developing strategies for what Mr. Beger at GM calls "a changed world." A one-market Europe will offer them many advantages.

The cost of transporting goods and the time involved will decrease. The current 50 hours from Milan to Stuttgart to transport a component includes border delays of some 20 hours. Setting up a more effective

pan-European manufacturing strategy will be possible only if delays are reduced or eliminated. Ford and GM, with their European manufacturing,

can expect to make good gains. They also stand to benefit from their dealer networks, which are spread wider than their rivals' Networks become increasingly more effective when borders are more transparent.

On the other hand, Mr. Beger at GM worries about planned tax harmonization proposals for Value Added Tax (VAT) and excise duties alone. The commission, he says, is ignoring taxes such as car registration, user taxes and road taxes, which add 276 per-cent to the cost of a car in Portugal, and nearly as much in Greece and Denmark.

At Ford, Walter Hayes cautions that changes in the automobile business can't happen overnight. "We need the Commission to understand that it takes more than nine months for us to have a baby," he joked.

One common car standard, instead of five, clearly makes sense, he says, but he predicts that the countries of Europe will want to keep some sustainable differences; "Fiscal and taxation difficulties will probably endure for some time."

Mr. Beger is more optimistic: "We may be skeptical about the 1992 deadline. But what matters is that the progress anticipated is really being made. We now believe the world will change for us in the next decade." Carolyn Plaff

Integration / Conference News

# **Political Fallout**



 Lord Jenkins, former President of the EC Commission. warned Britain's Prime Minister Margaret Thatcher that her recent sharp attacks on the EC Commission and plans for EC integration would isolate Britain and split her own conservative party. Jerkins, addressing a marketing conference in Amsterdam October 4, co-sponsored by the International Herald Tribune and the Leo Burnett advertising agency, said it was "not possible" to have economic integration without also using the "lubricant" of political integration, meaning the strengthening of EC institutions. "We need a political goal," said Jenkins, who is chancellor of Oxford University and leader in the House of Lords of the Social and Liberal Democrats. While agreeing that Western Europe would never evolve into the "United States of Europe," he said that "holding, freezing Europe and rejecting the idealism of a united Europe is ludicrously unfair." He described 1992 as a train leaving the station, gathering momentum, "a train we do not want to miss again."



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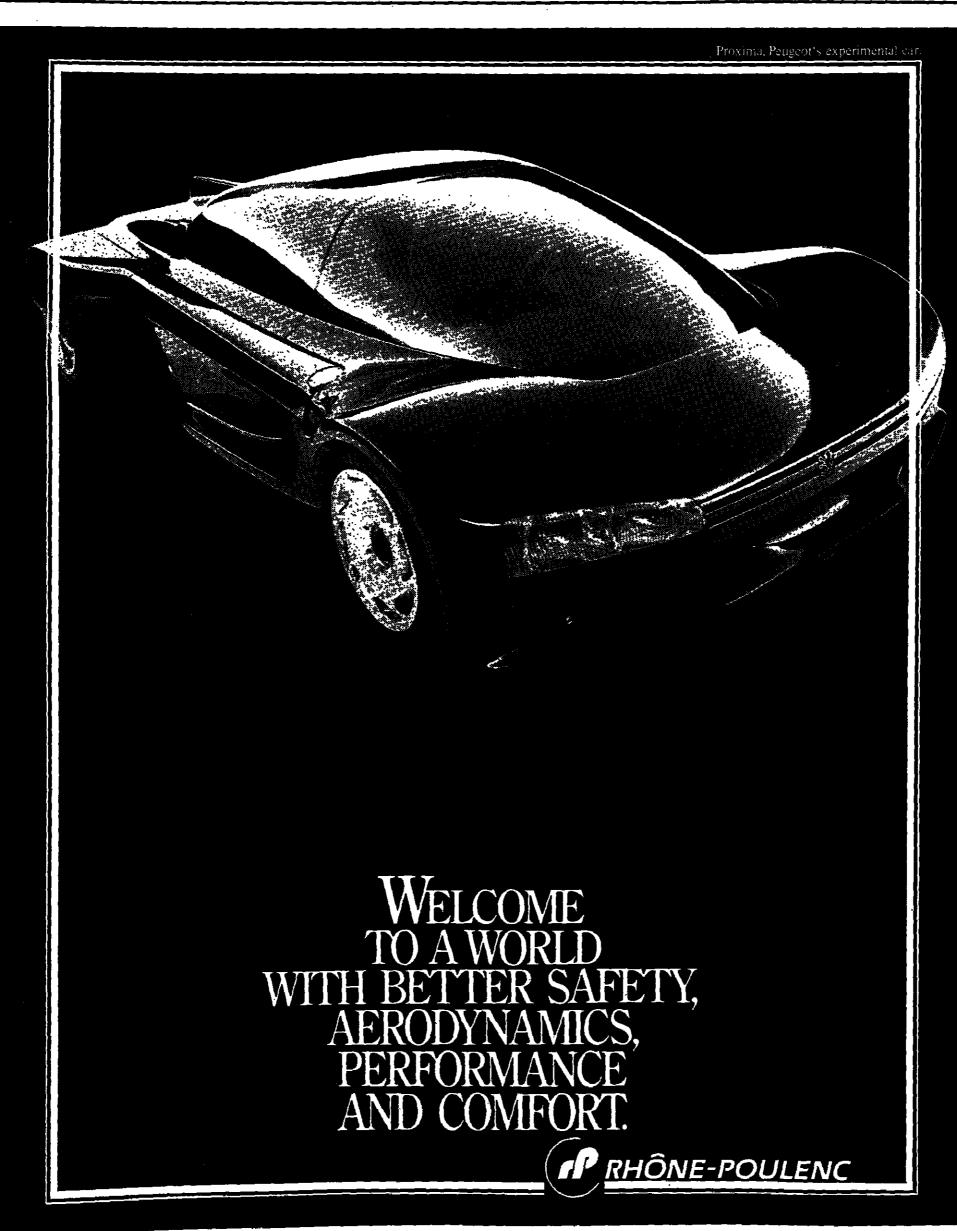
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**Automation** / Just-In-Time Production

# **Computer Control**

improved cheaper technology have become strong driving forces behind investments in factory automation that will ensure the production capability necessary to reap the benefits of the 1992 Euromarket. The common goal is computer-integrated manufacturing (CIM), a system for complete computer control of the production process from product design through manufacture and dispatch.

This is the most highly automated car manufacturing plant in the world." claims Richard Gadeselli, head of cor-

System incompatibility is major stumbling block

porate communications for Flat, of its new Tipo assembly plant at Cassino, Southern Italy. Stripped and rebuilt at a cost of \$2 billion, the plant has been crammed with over 400 robots, 500 automated guided vehicles and extensive networks of computer controls.

Computers automatically manage manufacture, production quality and materials flow through the factory. The car body press line is fully automatic; we've completely de-manned the paint spraying lines," says Gadeselli, adding that advanced technology guarantees a reliable product.

"Computer integration will provide flexible supply to the customer, value for money and product guarantee." say Fiat executives. They are not alone in this view. Ford and Volkswagen, Renault and Volvo - all the European car makers are beginning to gear up to the challenge of the 1992



Computerized production in action at Fiat's Cassino plant.

Euromarket with ambitious multi-million-dollar plans for highly flexible, computer-controlled factories with a

The idea behind developing a CIM system is to supply all machines and people in a company with information from a single database. This links the work of management and engineering with sales and distribution. Activity or change in one part of the business operation dominoes across the computer system to inform and affect all the other processes.

Computer-aided designs pass automatically to the shop floor for production, while purchasing is alerted to

"now impossible for motor makers to do everything alone." The need for a quick response has provoked Renault to develop a corporate Europe-wide communications network that connects showroom microcomputers directly with the company's main production control computers in Paris. This, says Sales Director Eddie Orr, "minimizes reporting time delays between factories and dealer outlets, and so provides us with

greater accuracy on vehicle lead

changes in inventory levels and sales

is sent confirmation of shipping dates. Ford Vice Chairman and Chief Oper-

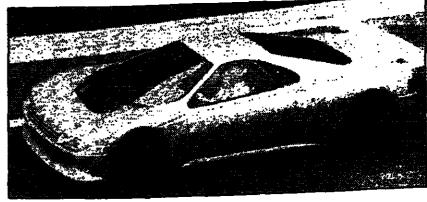
ating Officer Harold Polling says it is

times and order status." It allows dealers to amend an order directly, to meet changing customer requirements. The system is to be extended to give dealers a direct parts-ordering facility.

British car makers are also fine-tuning their operations. "We are aiming to cut production inventories by up to half." explains Ron Aspinali, production control director of Austin-Rover, which is using an approach of total just-in-time (JIT) manufacturing at its UK Longbridge and Gowley assembly plants. An extensive program of rationalization is underway which involves setting up a base of preferred qualityassured parts supplers, rebuilding unloading docks and rearranging production line layouts.

Ford of Europe, which pays some \$5 billion a year to its European com-ponent suppliers, has similar plans. Starting with its Saarlouis assembly plant in West Germany, the company has begun to assess just how its sup-plies, schedules and production methods can best be tied together. "It's going to take us probably five years to get just-in-time across Europe," Vice President for Supply Alan Spencer has said.

A prerequisite for JIT is to achieve timely deliveries of high quality parts, which as a matter of necessity pushes suppliers closer to their customers. This is no more than it should be, in the view of Lawrence Williams, chairman of Geneva-based Caterpillar Overseas, a market leader of high horsepower engines with worldwide contracts with Mercedes, Ford, and other major companies. Mr. Williams predicts a resultant shake-out in the supplier markets during the run-in to 1992: "Suppliers must be able to pass the quality hurdles, become JIT oriented and work closely with their cus-tomers in a value-added way," adding



Peugeot's Oxia.

that otherwise they would go to the wall. Caterpillar is itself planning a multi-million-dollar "plant with a future" program of low risk investment in proven technology.

If CIM offers the production flexibility for building a lot of different versions of the same model to target markets more precisely, it also demands investment in manufacturing systems that are less regimented than the assembly lines of yesteryear. Fac-tories need to be primed. As if to prove the point, Ford along with General Motors and Chrysler broke new ground recently with a joint venture to pool research efforts into the use of reinforced plastic, the adoption of which would revolutionize manufac-

turing processes. These corporate moves will have serious implications for the manager of the factory of the future. If like Volkswagen you have 46 different makes of computer-aided design systems in use, data transfer between companies and even across sites becomes a real headache. The problems were highlighted by General Motor's decision last month to standardize on three corporate-wide computer de-

sign systems. GM has been the driving force behind the development of one solution to the problems of computer incompatibility, called the Manufacturing Automation Protocol (MAF). A "machine esperanto," MAF will enable all the machines in a factory to be plugged along a single com-munications cable, regardless of make or type. Away from the factory floor, however, this level of sophisticated data communication between companies, and even across different sites, is still a long way off.

Some view the use of manufacturing technology as the ultimate key to future competitiveness, but it is becoming clear that this technology will only be unlocked by managements who negotiate successfully with the

The strike last April by workers at Ford's main engine plant in the United Kingdom affected production on its West Germany just-in-time assembly lines after only two days, while early industrial action at Volvo highlighted the potential repercussions on plants that rely on computer-controlled pro-

"Synergy," the buzzword in today's European automotive industry, is defined by Webster's as "joint work; to work together; combined or cooperative action or force." To automakers diversifying their operations in the wave of recent takeovers and mergers in Europe, synergy simply means success — or, sometimes, survival. Most of the diversification has a

dual aim: to insulate the auto compa-

Volvo is Sweden's largest private food industry

ny from the fickleness of both commercial and private vehicles sales, and to acquire the sort of companies (usually aerospace or electronics) that have production techniques familiar to auto plants and may offer the sort of technology required by the cars of the future. Synergy between the companies, in other words.

West Germany's Daimler Benz is the classic example of the long-thriving auto company that suddenly realizes that perhaps cars, no matter how well they are made or how well they sell, should not be its only product if it is going to guarantee long-term growth in competition with multinational conglomerates. The days of the corporate "monoculture" are ending.

Daimler spent, during 1985 and 1986, more than \$1 billion for three other well-known German corporations: AEG AG, the electronics giant; Dornier GmbH, the aircraft and space technology manufacturer, and Mo**Diversification / Survival Tactics** 

# **Automakers Branch Out Into Other Industries**

toren-und-Turbinen-Union (MTU), an aircraft engine company. In the autumn of 1987, Daimler also took a small stake in Matra, a French defense and electronics company.

Officials at Daimler, now the largest industrial company in Germany with 326,000 employees and annual sales of more than \$35 billion, said the other companies were not acquired solely to make a better Mercedes-Benz, but rather to build a stronger, betterrounded group with a "common corporate culture" based on synergy. One of the first signs of this hoped-for cooperation has been turning the AEG research labs near Ulm into a group-wide facility. One of the first projects is to find a way to use AEG technology to build "traffonic" electronic traffic-control systems into Daimler cars.

Beyond the nuts and bolts of trying to get automotive designers, computer experts and aerospace engineers to think not only of their own work but each other's, industry analysts see problems for Daimler. Foremost are the digestion difficulties for a company that, with no history of takeovers, suddenly makes three big ones. The 1987 shake-up that saw Edzard Reuter replace Werner Breitschwerdt as chairman was widely regarded as a coup growing out of turmoil on the Daimler board over whether and how

new companies should be acquired. "They're trying to integrate the

businesses they bought, and it appears to be giving them a bit more trouble than they expected," said Gavin Launder, a motor industry analyst for Kleinwort Gneveson stockbrokers in London. "The problem is in how they arrange their board of directors," he added. "Before, they just had cars and parts. Now they've got two new divisions. Are they going to enlarge their board or enlarge the responsibil-ities of the present board? To the best of my knowledge that's not really re-solved yet."

He said diversification is not always a good idea, citing Volkswagen's 1979 purchase of Triumph-Adler, a typewriter and computer company it sold in the Italian company. "It wasn't big enough to be a completely separate division," Launder said. "There were small benefits they could get from having their own computer company, but it wasn't worth the losses."He noted the West German government's efforts to have BMW take over the 'obvious bait" of German aerospace company Messerschmitt-Boeklow-Blohm (MBB), but he doubts that the motor company will bite. He said BMW might want MBB, but probably wouldn't want its loss-making Airbus work. At the same time, a key to the takeover for the German government, which had earlier reportedly been hoping for an MBB bid by Daimler, is restructuring its commitment to Air-

Launder says companies diversity to avoid the inevitable up-and-down cycles of the auto industry. One example is Fiat, Italy's largest private company. Since it was founded in 1899, the company has a long history of diversification, beginning with autorelated industries such as ironworks. Fiat Aviation was founded in 1908, followed by subsidiaries in automotive finance in the 1920s and civil engineering in the 1930s. Later Flat expanded into publishing and freight agencies.

"While transport is still the core of our business, it only accounts for about 50 percent of turnover," said Richard Gadeselli, a Fiat spokesman. "In recent years we've been investing in high technology." One acquisition is a company that supplies robotic production lines not only for Flat cars but also for Jaguar, Ford and General Motors. Other subsidiaries make gallium arsenide chips for satellite communications systems, water treatment systems, various components for nuclear power plants, industrial turbines and the propulsors for Ariane rockets.

Fiat's biomedical engineering subsidiary makes, among other things, cardiac valves and AIDS and hepatitis diagnostic kits. Gadeselli sald this culture of diversification throughout Europe has helped prepare Fiat for the EC's single market. "For a long time Fiat has had this policy of diversification," he said. "On the automotive front, all our production is in Italy. All

our other divisions have, if not an intercontinental dimension, certainly a pan-European dimension. Fiat is not frightened by the challenges of 1992. We say we've been tracking in a pan-European style for a long while." Like Fiat, the big U.S. automakers began diversifying in their early days in order to control more of their operation. Ford, for example, owns its own steel and glass companies.

Most American auto subsidiaries, however, have so far left the diversification to their parents. Martin Watkins, Ford's public affairs manager in London, said the company's only diversification in Britain has been into finance-related subsidiaries such as Ford Motor Credit Co. Ltd., and Ford Fleeting Financing.

Diversification has come not just among auto companies within the EC. but also non-EC companies selling to the EC. "What we did was to get into the food industry," said Per Utterback, a spokesman at Volvo's headquarters in Gotenberg. "We are today Sweden's biggest private food industry. We have a fish industry, mineral water, a Swedish sugar company, biotechnics and fast food, too."

He said Volvo's diversification into food began in 1982, when the company realized that it was nearing its peak in the personal car market. "We produce to our capacity and we're selling everything we build," he said. "What else can you ask for?" Utterback said Volvo is interested in further acquisitions, especially in expanding in the truck market. "What we need today is to be more independent of passenger cars," he said.

For some carmakers, it has made sense to become part of someone else's diversification program. Rolls-Royce, for example, has been part of the Vickers Group since 1980. Besides the luxury auto division, the Vickers umbrella covers a medical division, a marine engineering business, a company that makes printing plates and one that produces armored cars. "Rolls-Royce is one of five key businesses for us and it's an extremely good fit," said Matthew Butler, a Vickers spokesman, "It fits our strategy criteria perfectly. It's a world leader and it's competing internationally."

For Britain's Rover Group, diversification came in the form of an invited takeover after a casual conversation ear deiween as chairman. Gra ham Day, and Roland Smith, the chairman of British Aerospace grew into formal talks this year. Under the agreement reached last spring, BAe would pay £150 million for the 99.8 percent of Rover's shares owned by the British government.

In turn, the British government, anxious to privatize the car company it had bailed out in 1975, agreed to provide an £800 million cash injection later scaled back to £547 after review by the EC. Day said the BAe takeover would stabilize Rover financially, solidify the company's supply lines and open up a two-way street for the movement of technology between BAe and Rover.

Timothy Harper

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**DUVEDEC** 

# "The Social Dimension" Will Be A High Priority for Coming Decade

determined effort to broaden the scope of the 1992 program, has made union-worker participa-tion a high priority. "1992 is much more than the creation of an internal market. It also is directed at improving workers' living and working conditions," he told the annual Trade Union Congress meeting in Britain earlier this month. He said that among the steps being contemplated by the Commission is a provision for worker participation in companies that adopt the proposed European corporate statute. The TÚC gave him a warm reception, but Britain's Prime Minister Margaret Thatcher expressed annoyance with the 'social dimension" he proposed. UNICE, the Brussels-based confederation of European employers organizations, views it as "a dangerous spreading" of long-established worker participation schemes in West Germany.

**Briefs** / People and Places

 Edith Cresson, France's Minister for European Affairs, announced the establishment of a high-level committee of French businessmen, government officials and bankers to help the government prepare for 1992. Sectors include agribusiness, transport, energy, communications and audiovisual, regions and social affairs. The committees are likely to establish a new data bank providing on-line information about 1992, and will help the government of Prime Minister Michel Rocard prepare for negotiations as EC integration moves forward. The coordinator of the groups will be Bernard Esembert, chairman of Compagnie Edmond de Rothschild, a French

• Switzerland's candidacy for EC membership was dealt a major blow by a comprehensive government report on European integration and 1992, published September 13. Prepared under the direction of Jean Pascal Delamuraz and Rene Felber, ministers in charge, respectively. of the economy and foreign affairs, the report concluded that the issue of EC membership would France, Siemens of West Germany and Ericsson

•EC President Jacques Delors, in a belated but immediately face "great difficulties" in foreign etermined effort to broaden the scope of the affairs (Swiss neutrality) internal politics (direct democracy among the 26 cantons), and key sectors of the economy (Swiss agriculture). Swiss officials said that Bern could continue pursing establishment of preferential links with the EC, noting that 45 percent of Swiss investments are directed to EC countries and that the bloc represents about 72 percent of Swiss im-

> The EC Commission plans to propose a Common strategy for the auto industry following intense criticism of protectionist actions by France's trading partners made in July by Jacques Calvet, chairman of the Peugeot auto group. Mr. Calvet had also expressed fears of the growing power of environmental groups in Germany and Italy and flatly opposed plans to reduce exhaust emissions of small cars in the community. According to European Business, a Brussels-based newsletter, the commission plans to outline a strategy shortly that will take into account Japanese imports, shrinking export markets, direct Japanese investment in European assembly plants, takeovers and harmonization of taxes. The plan's goal, the newsletter reported, is to restore the industry's "international competitiveness and consolidate its role as the world's biggest producer."

> . Italy's telecommunications group Italtel has resumed talks for a sweeping alliance with one of several European competitors or with AT&T of the United States. The talks, which began earlier this spring, were halted following the sudden death of Marisa Belliserio, Italtel's chief executive officer, on August 4. The goal is to position the state-owned group for expansion as telecommunications deregulation goes forward between now and the early 1990s. Although AT&T is widely regarded as the favorite, the European firms are fighting hard, including Alcatel of

of Sweden. A decision is expected within about a month, Italian officials said. Europe's Travel and Tourism industry looks at

1992 with a mixture of "hope and trepidation." according to a recent report by the Economist Intelligence Unit. Although the effects of a single market on scheduled or charter airlines may ultimately be passed on to European tour operators, Europe's retail agents will be hit hardest. The impact on their business will be profound, and there is little they can do to prepare themselves until there is a clearer idea of how governments and airlines and tour operators are likely to react," the report states. Both the hotel and car rental sectors of the business are "already highly internationalized and sophisticated," the report said, but most sectors, with the exception of airlines, are "hampered in planning their reaction by having little to go on but speculation." Other conclusions: a uniform level of value-added taxes should benefit the travel business, along with tree movement of labor.

Barbara Casassus is a Paris-based free-lance

Timothy Harper is a London-based American journalist and lawyer.

Axel Krause, IHT corporate editor, is supervising the 1992 series. Donald L. Kress is an advisor to the automotive industry.

Carolyn Plaff is a Parls-based economic writer. Edouard Seldler is a consultant and editorialist for L'Action Automobile. Mark Snowdon is vice-president of Booz Allen

and Hamilton, Peris. Kevin White is the deputy editor of Industrial Computing magazine, London.

Cynthia Whitehead is the editor of European Envi-ronment Review.

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# ARTS/LEISURE

# New Sculpture Finds a Place In Paris Market

PARIS — A young auctioneer, 33-year-old Eric Couturier, is carving out a new market in an area the very existence of which is barely known to auction professionals contemporary sculpture from the Paris school. With the help of his friend Roberto Perrazzone, a Dronot expert in 20th century art.

### SOUREN MELIKIAN

he goes around to sculptors' studios scattered over a area as far as 30 or 40 miles from the capital, where rents are too high for most artists.
The result of his endeavors could be seen Monday at the Drouot aucion house, where he was holding his fourth sculpture sale since he started in February last year. In his most successful session so far —
the first one that was financially rewarding, he says — he sold 3,339,000 francs (\$525,000) worth of sculpture. The failure rate was only 11 percent. The score may seem modest, but success is not just measured by figures. The artenmodeled in 1885. The cast by Alexdistance times what it had been in February.

The auctioneer was helped to some extent by a palpable yearning to buy. Couturier hedges his bets by throwing in a handful of works bearing the household names of Couturier and Perrazzone that the 20th century sculpture and each contemporary pieces they picked one of these elicited an enthusiastic up did not look absurd in this exaltresponse. Pompon, the animalier ed context. Indeed some of their sculptor of the Art Deco period, best discoveries were bronzes by was represented by a bronze cast of artists working in a figural tradi-

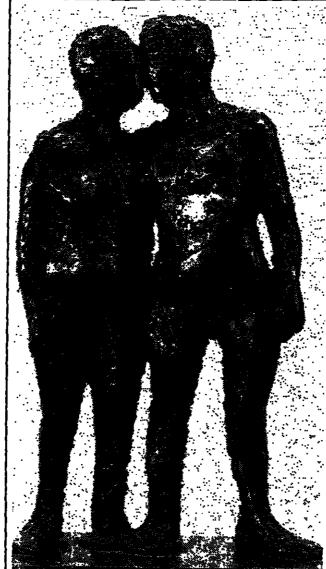
death in 1933. The bronze sold for 21,047 francs

This was followed shortly by the two biggies in the sale, both carrying Rodin's signature. One was "L'Eternel Printemps," conceived by the artist in 1884 in a style bordering on kitsch — two lovers in the nude are embracing in improbably theatrical postures. The cast, from the Barbedienne foundry, is one of several churned out over the years by the Paris firm that was still using the model in 1914 to advertise its casting skills. A black patina of relatively recent date looks terrible and conceals the original green patination, which may or may not be well preserved. This made the piece a gamble, but did not stop it from zooming to a stiff 279,375

a real rarity, was not overpriced even if 555,980 francs is not exactly cheap for "Danaide," another nude in conventionally realistic style. is Rudier, from a series of only four, passed through two well known Philadelphia collections, those of Jules Masthaum and Charles M. Salomon, before com-

ing to Paris.

It says a lot for the skills of



fame decades ago. Albert Bouquil- spent years in Rome as a governlon, born in Donai in 1908, who ment-paid resident at the Villa Méstudied at the Ecole des Beauxdici. His prolonged exposure to anures looking like apparitions from The 109-centimeter (42.4-inch)
Arts, won the premier Grand Prix
cient Roman and Greek art shows an outer world. "Le Baiser," a man bronze is a reduction of the monua jaguar he executed in 1925, but tion much influenced by Maillol if Arts, won the premier Grand Prix cient Roman and Greek art shows an outer world. "Le Baiser," a man broaze is a reduction of the monu-which was cast well after the artist's not by Rodin. One of them enjoyed de Rome for sculpture in 1934. He in the production of some of his and a woman standing and kissing mental marble now standing on the

Aristide Patsoglon's "Le Baiser," left, fetched 9,414 francs in Paris auction, and Pompon's jaguar, a bronze cast of his 1925 model, sold for 21,047 francs.

best years. "Suzanne au Bain," a standing unde woman modeled in 1948 and cast in a series of six in 1980, is remarkable for its elegant handling of the body. It sold for 21,048 francs to a Paris buyer who also acquired "La Jennesse," another feminine nude, for 22,180

Lucien Gilbert, who was born in 1904 and died early this year, is another discovery in the Maillol line. Conturier and Perrazzone paid a visit to the artist in his Paris studio a few weeks before his death. Perrazzone says that the place, filled with some monumental sculptures, was impressive. Gilbert had taken the initiative of calling them. Aware that he was critically ill, which he did not mention, he was eager to test the auction ground to find out about the pub-lic's reaction to which he had rarely been exposed. The bid of 38.032 francs that bought his bronze figure of a kneeling woman would have pleased him.

Couturier and Perrazzone's most original discoveries were the younger generation. Aristide Patsoglou, a Greek born on the island of Lesbos in 1941 and trained at the Ecole from the prices paid for artists with des Beaux-Arts, has a studio in established crédentials. Autoine Saint-Leu la Forêt, northeast of Poncet's abstraction titled "To-

was made from welded steel as a single piece. A Paris buyer paid 9,414 francs to get it — a good score for an artist whose work had never appeared at anction.

spectrum, an abstractionist trend inspires a whole range of highly diversified styles. Robert Perot's stands somewhere on the bordertine separating evocative styliza-tion from pure abstraction. His small bronze "La Petite Vague" can be recognized as a rolling wave once you have heard the title. It went up to 4.462 francs, a lot for an artist first seen at Drouot in Coutu-rier's previous sale last February.

Such scores would be unthinkable in Britain or the United States, where success at auction would require a minimum amount of public exposure through the gallery circuit echoed by reviews. The success enjoyed by Conturier and his artists. even if on a limited financial scale, speaks for the venturesome mood of the French who are willing to trust their eye and try their luck

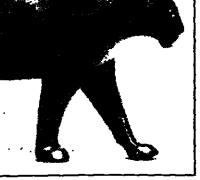
with the utterly unknown. The potential of the market is substantial, both in terms of supply and demand, as could be judged

premises of the Credit Lyonnais in New York. Poncet met Brancusi in 1950 and was Jean Arp's assistant for several years in the mid-1950s, and "Totaime" reminds one of both. That faint impression of deja vu combined with the seal of ap-At the other end of the aesthetic proval by one of France's leading banks gave it a boost.

Previous exposure also contrib-uted to the other success story in contemporary art Monday. Apelles Fenosa, who died early this year at the age of 89, left his hometown of Barcelona for Paris in 1921. He met the Surrealists and became friends with Picasso, who at one point owned about 100 Fenosa bronzes. The 1929 crash drove him back bome. He returned to Paris after World War II, but it was not until the 1950s that he developed his truly original manner, blending Surrealist teaching and abstractionist influence in fantastic sculptures half-vegetal, half-human.

could be seen in a memorable one man show at Paul Rosenberg's in October 1961 found their way into Conturier's sale. A Swiss buyer from Fribourg, bidding by tele-phone, paid 91,529 francs for "Feuille de Figuier," a bronze showing the imprint of a feminine body in the middle of a curling leaf. This is a lot of money for a contemporary bronze only 27 centimeters Couturier and Perrazzone seem to have hit a jackpot of sorts.

Thurteen of the 30 bronzes that



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# Hippy Daze Is Here Again for Young Londoners

I ONDON — A decade after the black shrouds of punk and 20 years after swinging London, Brit-ish street style is letting the sun

Happy faces are the most visible eign of changing times. They come not so much in human form (although sullen aggression is out) but

# SUZY MENKES

as motifs and patterns. The sunnysmiling face — is more than some peacock parade. thing to patch your blue leans. It is also the symbol of Acid House, the current craze for upbeat, happy-holidays, synthesized disco music. It crept into Britain from Chicago via clubs with a tradition of soul music and is now pulsating through london venues with names like eaven, Joy, The Trip, Shoom and

The hippy daze is here again in those clubs. And on the streets, kids, who were not conceived when Afghan coats and mirror embroidered vests were hip in the 1960s, have brought the look back.

. The basic Acid House kit is big and sloppy - baggy shirts loose pants and anything you can shake pants and anything you can shake about in. With that goes stretch cycle shorts and fancy vests. Colors are as bright as an acid trip, patterns are psychedelic and the bandanna, tied gypsy style round the head, is a key accessory. Other spread-a-little happiness ideas are the heavy Doc Marten shoes or Company All-Star basehall boots Converse All-Star baseball boots inted with the grin motif, or the evitable printed T-shirts.

Behind this cheery fashion scene is a shift in young ideas, which suggests that "Thatcher's children," as the tern-age generation is called, are starting to turn their backs on the greed decade that gave us yuppies with business suits and designer Filofaxes. Yet at the same time, they reject the nihilism of punk. A bot-selling track when the music movement took off was called The Only Way Is Up. It

The Acid House fashion, like its nsusic, is so far relatively uncommercialized, although a sharp fashion accessory company called Pink

yuppified mock Hermès scarves and Chanel copy-cat chains to

Happy Face fashions.

The mushroom growth of this new look has sprouted because it gives an outlet for the natural exp-berance of youth, expressed in such a different form on London's streets by the elaborately painted faces and fantastic Mohican coxcomb hairstyles of punk.

On weekends, London's Camden Lock is a good place to spot the side-up badge — a yellow disc with smiles and to see the neo-hippic

> the clothes, is upbeat.
> "I think there's always been a lot of people who wanted to go out and have a good time," said Paul Oa-kenfold, 25, the disk jockey who pioneered Acid House music and played it at the Project Club in Streatham, South London. "But you couldn't really do it, either because the music being played was preaching violence and aggression," he told London's style bible I.D. "Or if you went out, ran around and jumped up and down, people would say what's wrong with him'. But now everybody's do-

The picture is not entirely rose-tinted. Acid House is supposedly linked to the drug subculture with today's turn-on: the hedonistic Ecstasy, an inhibition-releasing laboratory chemical, rather than mind-expanding LSD. The D.J.'s involved in the young music cults of Rap, House and Acid House vigorously deny the connection, claiming that it is all in the minds of the magic mushroom generation, who respond to the word "acid." That was taken from black Chicago slang "acid burning" meaning stealing. It gave the name to the music because sounds were "borrowed" or "stolen" and overlaid on to the basic fast beat of House music - an up-tempo 80s dance music - to become "Acid" House. Since the 1960 era of sex and

rock 'n' roll, young music has been enmeshed with drugs. The Acid House happy face T-shirts certaininderlines the new optimism. ly carry ambivalent messages that read: "Have a great trip" or "Turn on, tune in", or "Overdose on hap-

They also say more simply







London street fashions: the baggy-hippie look, the signature happy face on a bag and a mirror-embroidered vest over a leather jacket.

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# U.K. Film Fete Unveils Program

ONDON — Organizers of the 32d London Film Festival unvisited on Thursday their 140-movie

when the event begins Nov. 10. 15 percent of the feature films will be by woman directors including female filmmakers from the United States, India, Switzerland, Brazil

Overall the movies will come from 35 countries and were billed \$ 2 "mix of prize-winning films, brand new finds, restored classics and the widest selection yet of documentary features and shorts in the leading noncompetitive film events of its kind in the world."

A spokeswoman for the festival said: "This year has been a good year for women, a high proportion of films are by women. They are not burning bra movies. They have different points of view and we'll have a seminar on that." The 17-day event opens with a U.S. comedy "Things Change" about a shoemaker who resembles

a Maria killer.

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record-breaking prices.

"Have a nice day." The kids on the Ozbek, who was born in Turkey, streets look as though they have was trained at St. Martin's College

Margaret Thatcher named as award to Ozbek on Friday at a

British Fashion Designer of the Year, Rifat Ozbek, 36, who specializes in shapely and colorful clothes.

reception at her official residence at 10 Downing St. to mark the start of fashion week.

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of Art and worked in Italy, before

setting up his own company five years ago. Thatcher presented the

taken that message to heart.

■ U.K. Fashion Award

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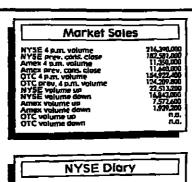
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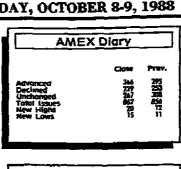
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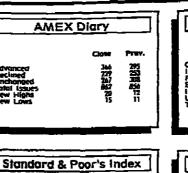
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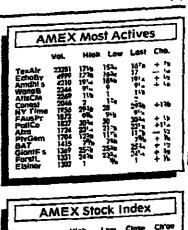
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# NYSE Surges on Jobless Data

NEW YORK - Prices on the New York Stock Exchange surged Friday in heavy trading as Wall Street embraced an unemployment re-port that analysts believe could lessen inflation-ary pressures and reduce the need for further

interest rate rises.

The Dow Jones industrial average soared 42.50 points to close at 2,150.25. For the week, the 30-stock average gained 37.34 points, or 1.8

Advances swamped declines by 3 to 1 amon the 1,944 issues traded. Volume swelled to 216.4 million shares, up from the 153.6 traded Thurs-

Before the market opened, the Labor Department announced that unemployment fell to 5.4 percent in September from 5.6 percent the month before.

However, the report showed that nonfarm payrolls rose by only 255,000, well within mar-ket expectations. In addition, the rise in nonfarm employment in August, originally reported at 219,000, was revised downward to 169,000. "This is a replay of Sept. 2, when the August

numbers were surprisingly soft," said Larry Wachtel, a market analyst with Prudential-Bache Securities Inc., noting that the Dow jumped 52 points after the August report. "The reason the report is so critical, and why it sparks such a reaction, it that it marks the pace of the economy and shows that August was

not a lot of hot air," Mr. Wachtel said. "The only thing that matters to the market is interest rates," he added. "When rates rise mon-

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ey goes to bonds. When rates fall money goes to stocks.

"Anything that suggests a moderation in eco-nomic growth is embraced by the street," he said. The report signals a slowing trend, not necessarily a recession. And under those circumstances, there is no reason for the Fed to

Broad-market indexes also posted sharp gains. The NYSE composite index rose 2.88 to close at 156.81. Standard & Poor's 500-stock index jumped 5.68 to 278.07. The price of an average share added 61 cents.
Eugene Peroni Ir chief gene Peroni Jr., chief technical analyst

with Janney Montgomery Scott Inc. in Philadel-phia, said the memployment figures were a plus for the stock market, but he suggested the data reinforced a generally upward trend.

"The stock market has been building momen-tum for the past mouth or so," Mr. Peroni said. The market would have railied no matter what unless the number had been really bad. The die had been cast for a rally whether or not this number was the propellant.

He said the near-term outlook was "the most favorable that I've seen in months."

Varity was the most active issue, up ¼ to 3. Kroger followed, down % to 58. The company said its board rejected the latest takeover proposals from Kolhberg Kravis Roberts & Co. Pillsbury was third, down 1/4 to 571/2. Prices closed higher in moderate trading on the American Stock Exchange.

The Amex market value index rose 2.68 to close at 303.82. The price of an average share gained 11 cents.

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BUSINESS/FINANCE

### economic scene

# Foreign Holdings in U.S. Become Political Issue

By LEONARD SILK New York Times Service

EW YORK — This week's takeover bid of \$5.23 billion by Grand Metropolitan PLC, the food, drink and retailing group based in Britain, for Pillsbury, the American company that owns Burger King, and sells food ranging from see cream to frozen vegetables, dramatizes the drive of foreign investors to acquire a bigger stake in the American economy.

can economy.

Foreign direct investment in the United States rose to an annual rate of \$53.4 billion in the second quarter of this year from \$39.9 billion last year and \$11.5 billion five years ago, according to the calculations of James J. O'Leary, economic consultant to U.S. Trust Co., drawing on data from the Federal Reserve and the Commerce Department.

Outside investment

is \$53.4 billion a

year. It was \$11.5

billion five years ago.

But those figures understate the total dollar value of foreign acquisitions of American

companies, since many are fi-nanced with dollars raised right here in the American capital market, which does not affect the balance of international payments.

Roger Kubarych, manager of Henry Kaufman & Co., estimates that foreign mergers

and acquisitions, however they were financed, ran at an annual rate of \$75 billion in the first half of this year and will constitute about one-fourth of total merger and acquisition activity in this de country in 1988.

Is this good or bad for the United States?

The issue is moving up on the political agenda. In Wednesday night's debate between the vice presidential candidates, Senator Lloyd Bentsen, discussing the national debt, said: "So we go out and we try to sell our securities every week, and hope that foreigners will buy them, and they do buy them. But every time they do, we lose some of our independence for the future. Now they've turned around and they've bought 10 percent of the manufacturing base of this country. They bought 20 percent of the banks. They own 46 percent of the banks. the banks. They own 46 percent of the commercial real estate in Los Angeles. They're buying America on the cheap."

ENATOR DAN QUAYLE, later in the debate, responded that "you have got to see why we are a debtor and what is attracting the foreign investment into our country today, whether it's Japanese or others." He said he would rather have foreigners investing here than going elsewhere, because that created American jobs here.

"Do you realize that today we are producing Hondas and exporting Hondas to Japan," he added. "We are the envy of the

Why are foreign takeovers of American concerns on the rise? The most common explanation in business and financial circles is the one suggested by Senator Bentsen; that with the dollar so low against foreign currencies, and so many dollars in foreigners' hands because of the U.S. budget and trade deficits, foreigners can buy up American companies at bargain-basement prices. But the cheap-dollar explanation is simplistic.

For while the dollar, even with its recent strengthening, enables foreigners to buy American corporations at low prices relative to assets priced in foreign currencies, the future stream of profits issuing from those acquired American assets will also be acquired in the form of cheap American dollars, yielding low returns when expressed in foreign currencies.

Hence, foreigners appear to be gambling that, down the road, the dollar will come back and investments made "on the cheap" will pay off in appreciated dollars.

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Source: Merrill Lynch, Talerate.

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# U.S. Jobs **Post Gain** In Month

Figures Spur Rise On Stock Market

By John M. Berry

WASHINGTON - The U.S. civilian unemployment rate last month dropped back to its July level of 5.4 percent, after rising to 5.6 percent in August, the Labor Department reported Friday. The proportion of the working-age pop-ulation holding jobs reached a re-cord 62.4 percent.

Financial markets reacted favorably to the report because it eased fears that the economy was overheating. The Dow Jones industrial average closed at 2,150.25, up 42.50, while the yield on 30-year Treasury bonds fell 14 points to 8.81 percent, the lowest level since mid. A--7 mid-Àpril.

The dollar, however, ended lower in New York and London.

The department also said that payroll employment rose by 255,000 in September. About 140,000 of the jobs were in the

The payroll employment increase in August was revised down-ward to 165,000 from 219,000.

The lessened fears of an overheating economy also eased con-cerns that the Federal Reserve Board would find it necessary to boost interest rates prior to the U.S. presidential election.

David Wyss, an economist with Data Resources Inc., said the report aided the Republican presidential campaign of George Bush, which has stressed prosperity and job creation. "If George Bush were running the Bureau of Labor Statistics, he couldn't have put down any numbers better than this," Mr.

Governor Michael S. Dukakis of Massachusetts, the Democratic presidential candidate, has blamed the Republicans for continuing economic problems, such as the federal budget deficit and the large U.S. trade deficit. Rising interest rates could have been seen as evidence that U.S. prosperity was not as secure as Mr. Bush maintains.



One of Sears' new in-store appliance and home electronics outlets, known as Brand Central.

# Sears Makes a Break With the Past

# Tradition Yields to New Approaches, Such as 'McKids'

By Julia Flynn Siler

New York Times Service CHICAGO — Struggling to revitalize its lack-luster general merchandise business, Sears, Roe-buck & Co. is taking a lesson from the specialty

It is hoping for the same success found by such specialty retailers as The Gap, Circuit City Stores, Toys 'R' Us, and The Limited.

For the first time in the company's history, Sears opened the first of a series of in-store appliance and bome electronics outlets known as Brand Central, which are offering large numbers of brand-name goods alongside Sears' private-label

Sears has also been acquiring specialty-store chains like the Western Auto Supply Co., Eye Care Centers of America, and Pinstripe Petites, a women's apparel chain,

In most cases it plans to operate them separately from the familiar Sears stores.

In August, it opened the first McKids store for children's apparel and toys as part of a licensing agreement with McDonald's Corp. And it announced plans to open dozens of these free-stand-ing stores over the next two years.

Sears recently created a specialty merchandising unit and restructured its buying organization to more closely resemble that of a specialty retailer. The changes come at a time when the merchandise group, which provided 42 percent of Sears' net income last year and 58 percent of its revenues, continues to suffer lackluster earnings and falling

The merchandise group earned \$207.5 million on sales of \$13.2 billion in the first half of this year.

on sales of \$13.2 button in the first half of this year, up 2.7 percent from the period a year earlier. But its domestic retailing profit, excluding tax credits, is about 40 percent below its peak five years ago.

"To arrest their loss of retail market share, Sears is becoming more like a specialty store," said N. Richard Nelson Jr., an analyst with Duff & Phetps of Chicago. "But I don't have if the addresses the in Chicago. "But I don't know if that addresses the fundamental problem within the stores."

Sears' market share in many categories, including home electronics and appliances, has fallen to 25 percent, from about 40 percent in the early 1980s, analysts estimated. By comparison, the market share of chains like Circuit City Stores and Highland Superstores, has climbed dramatically in that period, to more than 25 percent from 3 per-

While some analysts argue that Sears' new mer-chandising efforts will yield significant results in several years, others contend that they are merely cosmetic, masking management's fundamental inability to compete with leaner and more nimble specialty retailers.

Moreover, the group's troubles have led to spec-See SEARS, Page 11

# RTZ Sells Stake In Lasmo, Will **Focus on Mines**

By Warren Getler LONDON -RTZ Corp., a British mining and energy group, dis-posed Friday of a 28 percent stake in London & Scottish Marine Oil

PLC in a private placement to insti-tutions valued at about £260 mil-lion (\$439.4 million). The sale of the 51.85 million Lasmo shares through the London Stock Exchange confirmed RTZ's stated intent to withdraw from the

capital-intensive oil industry. Analysts said the move did not reflect an urgent need for cash, but was a well-planned move aimed at focusing the group's operations on its core mining business.

The analysts estimated RTZ's

profit from the sale at about £100

They said Lasmo, an independent oil and gas group already rumored to be a takeover target, was in play more than ever after the ment of the RTZ stake. Lasmo has oil and gas assets in

the North Sea, Indonesia, North America, Gabon and Australia. There has been speculation that RTZ could make an offer for Con-solidated Gold Fields PLC, which is the target of a takeover attempt by Minerals & Resources Corp., a South African-controlled invest-

ment group based in Luxembourg. RTZ has been mentioned as a possible white knight for Consolidated Gold Fields to help fend off Minorco's £2.9 billion takeover at-

"RTZ is not desperate for cash," said Keith Morris, an energy analyst with Kitcat & Aitken. "There's no indication this placement was rushed. It seems to have been

planned for weeks."

He said, "RTZ took a view on weak oil prices and the buge investment needed to develop its oil asful r. sets and decided it was best to take cash and reinvest" in its extensive mining operations.

There's a chance RTZ could be interested in ConsGold, but the funds needed would be much more substantial" then those raised by Friday's placement, Mr. Morris

RTZ pushed the Lasmo shares

Friday through two London bro-kers, Cazenove & Co, and Klein-wort Grieveson Securities, at a 10 percent discount to the market price of 550 pence per share.

Cazenove and Kleinwort bought the shares at 500 pence each, and then placed them with institutional investors at 505 pence, analysts

The RTZ disposal pushed Lasmo shares sharply lower in hectic trading on the London Stock Exchange. The shares shed 30 pence from Thursday to close at

The sale was the second major disposal of oil assets by RTZ this year. In March, the group sold its RTZ Oil & Gas unit to France's Elf Aquitaine for £308 million, RTZ's pension fund is expected to retain a stake of just under 2 percent in

RTZ acquired its holding in Lasmo in late 1985. It traded a 29 percent stake in Enterprise Oil PLC with Lasmo for a 25 percent stake in Lasmo. RTZ later raised its stake to 29.9 percent through market purchases.

Lasmo recently put up for auc-tion its stake in Enterprise. The sale, analysts say, could raise up to £500 million because of the attractiveness of Enterprise's North Sea holdings. It would reduce Lasmo's £120 million indebtedness, provide cash for expansion and, importantly, bolster defenses against hostile takenver hids British Gas PLC, the recently

privatized utility, is anxious to return to oil exploration and development and is widely believed to be studying a full takeover bid for Lasmo and, ultimately, for Enter-

British Gas made an unsuccessful raid on Lasmo in mid-September, picking up some 2 million shares, or 1.1 percent.

Other possible contenders for Lasmo, which is capitalized at just over £1 billion, and for Enterprise, capitalized at around £2 billion, are Elf Italians SpA and Repsol, both of Spain, and several American companies, including Arco Oil &

# Kroger, Rejecting 2 Offers. Reaffirms Its Restructuring

rejected Friday two buyout propos-als by Kohlberg, Kravis, Roberts & Co. and reaffirmed its intent to go ahead with a \$4.6 billion corporate testructuring plan. 1.576\* 0.2928 1.3975\* 226.235 18.412 133.35 4.76\* The realignment had prompted the dismissal of 300 headquarters

employees, which was announced Thursday. : The supermarket giant said its directors unanimously rejected the latest unsolicited proposals made

Tuesday by Kohlberg, Kravis, which is based in New York. One Kohlberg, Kravis offer was to acquire Kroger for cash and se-curities valued at \$64 a share if certain conditions, including Kroger not paying a recently de-clared special dividend, were satisf-

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Venez. boliv. 36.75 The other proposal calls for Kohlberg to acquire Kroger's common stock outstanding for \$13.50 a share if the special dividend totaling \$48 in cash and securities is paid. That offer would be equiva-

lent to \$61.50 a share. In New York, a spokeswoman, Ruth Pachman, said Kohlberg Kravis had no comment on

Kroger's response.
Kohlberg's latest buyout offer of \$64 a share, or a total \$5.03 billion, represented a sweetened offer from a \$58.50 a share offer Kohlberg made after entering the bidding last

Dart Group Inc., of Landover, Maryland, started the bidding Sept. 19 with an offer of \$55 a share or \$4.32 billion. Dart has not made another buyout offer.

CINCINNATI — Kroger Co. ingham, said the board again de-ejected Friday two buyout propospreferable to selling the company because it gives shareholders an immediate cash dividend along with equity in a continuing company, although it would be smaller and more highly leveraged. As planned, the restructuring would leave Kroger independent and publicly

> Kroger has said its restructuring would require the layoffs announced Thursday and selling some real estate, supermarkets and convenience stores, as well as distribution and food-processing cen-

> "Our program," Mr. Ever-ingham said, "will permit share-holders to realize substantial immediate values on their common stock, while retaining the controlling equity interest in a company with a bright future."

Kroger shareholders have filed at least four lawsuits challenging management's decision not to sell

"Kroger's board concluded that both these latest KKR proposals were inadequate and not in the best interests of the company, its shareholders and other constituents, Kroger said in a statement.

"In making its determination," the statement added, "Kroger's board considered various factors, including the opinion of the com-pany's financial adviser, Goldman, Sachs & Co., that both KKR proposals are inadequate."

# That's Forty Million U.S. Dollars!

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Listio is the Works most popular form of lottery. The Official New York version is called Lotto 6/54 and is FULLY BACKED BY THE GOVERNMENT. Each week two draws are held in public—under strict supervision in New York. Lotto 6/54 is easy to play. You pick year own numbers by selecting any 6 of 54 possible numbers you select are entieted in the Lotto 6/54 Computer System and if they match the same numbers in the draw — YOU WIN THE JACKPOT. Even if you didn't select all six numbers, you could still be a winner! If you have only 3, plus a supplementary number or 4, or 5 numbers correct, you win one of the thousands of other prizes.

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Your "Official Entry Confirmation" will indicate the numbers you

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United States International Marketing will immediately notify you when you win any prize of \$1,000 or more. In addition, you receive a complete list of winning numbers after every tenth draw so that you can carefully check how you are doing. YOUR PRIZE MONEY WELL BE CONFIDENTIALLY PAID DIRECTLY TO YOU ANYWHERE IN THE WORLD, Upon expiration of your subscription you will receive a final itemized statement of your standards.

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# MCorp Seeking FDIC Aid With Recapitalization Plan

biggest banking company in Texas not comment on the matter. and the last of the state's major At the end of the second q banks to avoid seeking outside the company's nonperforming as-help, said Friday it would ask the sets were \$1.774 billion, or 13.73 Federal Deposit Insurance Corp. percent of the loans and other asfor assistance with a proposed re- sets, compared with \$1.616 billion, capitalization.

The request will suggest that In the second quarter, it reported MCorp raise new capital from prinet earnings of \$46.2 million, or 99 vate investors, including current cents a share, which resulted mainstockholders, to accompany the ly from the sale of its MTech data-FDIC assistance, a company state-processing operations for \$215.5 ment said.

**Gold** "At this time it is not possible to determine the ultimate likelihood, banking offices throughout the amount, nature or timing of any 403,75 491.47 491.25 491.25 491.25

Compiled by Our Staff From Dispatches A spokesman for the FDIC in DALLAS — MCorp, the second Washington said the agency would At the end of the second quarter,

or 11.93 percent.

MCorp has 26 banks and 86

state FDIC assistance for any recapitalization," the statement said, "nor is cued MCorp's rival, First Republication," the statement said, "nor is it possible to predict the impact of licBank, which lost \$2.25 billion in the transaction on MCorp's stock- the first six months of 1988.

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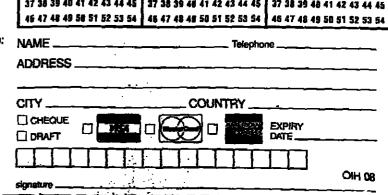
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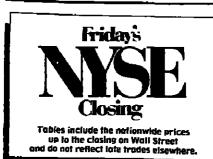
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CIRCLE YOUR NUMBERS



holders and creditors."

MCorp's stock dropped 50 cents
The statement was issued by to hit a low of 75 cents a share
Gene H. Bishop, chairman and Tuesday but bounced back to Luxembours, Paris and London official fix-less: Nana Kong and Zurich opening and closing oriers; New York soot market class, chief executive officer, and John T. \$1.125 on Thursday. Friday's an-Cater, president and chief operat-nouncement pushed it down to 87.5



| 048 | 054 | 054 | 054 | 054 | 054 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 | 055 

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r - dividend declared of pold in preceding 12 months, stock dividend,

stock dividend,

stock split. Dividend begins with date of split.

sts - sales,

1 - dividend poid in stock in preceding 12 months, estim cash value on ex-dividend or ex-distribution date,

u - new yearth high,

v - trading halled,

vi - in bontruptey or receivership or being reorganize dar the Bankruptey Act, or securities assumed by such ponies,

wo - when distributed,

wi - when issued,

ww - with war casts,

ass. - with war casts,

ass. - without the bottom,

xw - without the bottom.

xw - without distributed,

xw - without and soles in full.

vid - vield

z - sales in full.

### **Irving Board Approves** Merger With BONY

United Press International

NEW YORK — The directors of Irving Bank Corp. approved Friday a \$1.5 billion merger with Bank of New York Co., ending a yearlong takeover battle, the two banks announced.

The cash and securives deal was formally

recommended to the Irving board by the chairman of Irving Bank, Joseph A. Rice, and the board immediately approved it.

Under the terms of the transaction, Bank of New York will swap 1.675 shares of common stock and \$15 cash for each Irving share. Irving shareholders also will receive a warrant with a shareholders also will receive a warrant, with a market value of about \$5, entitling them to buy Bank of New York common stock.

The offer is worth about \$80 a share based on the price of Bank of New York common stock.

the price of Bank of New York's shares Friday

on the New York Stock Exchange.
Under the agreement, current Irving directors will be invited to join the board of Bank of New York. Mr. Rice will retire as chairman of

Personnel decisions will be made by a committee composed of three Bank of New York directors and two directors from Irving's board. The banks have said Irving employee benefits and severance arrangements will be maintained. Analysts expect the merger to create about the 10th larger benefits are received to the Irving of th the 10th largest banking company in the United States, replacing San Francisco-based Wells Fargo & Co. The merged bank would have assets of about \$47.8 billion.

At the end of June, Irving was ranked 26th in terms of total bank assets. Bank of New York was ranked 31st.

24 Zapata 13½ Zayre 84 Zemex 10 ZemithE 9½ Zemith 1 viZemb 12½ Zemit 11½ Zemit 15 Zumin 7½ Zweig 10 Zweig 1 25% + 1/4 14% + 1/2 21'4 + 1/2 10' + 1/8 18'4 + 3/6 15% + 1/6 10'4 + 1/6 10'4 + 1/6

**NYSE Highs-Lows** 

**AMEX Highs-Lows** 

NEW HIGHS 20

# **Ivory Coast Holds** Price on Cocoa

Reuters

ABIDJAN, Ivory Coast — Ivory Coast, the world's biggest cocoa producer, has promised to pay its cocoa farmers the same price for another year, resisting international pressure for a cut. The government, its revenues slashed by a drop in world cocoa prices, said it would nevertheless continue to pay growers 400 CFA francs (\$1.25) per kilogram for the season that began

Friday. President Félix Houphouet-Boigny blamed "international speculators" for driving down

prices.

He has been under strong pressure from foreign creditors, the International Monetary Fund and World Bank to bring fixed produc-tion and marketing costs more into line with world markets. Cocoa prices hit their lowest levels in nearly 13 years this month.

Four million of Ivory Coast's 10 million in

habitants depend on cocoa for much of their living. The crop underpinned the country's economic successes in the 1970s and early 1980s, making the former French colony one of black Africa's richest nations.

But adjustment to the crash in commodity prices has been slow and painful, according to economists. Per capita income has been cut by more than 50 percent to about \$650 a year since the early 1980s, and foreign debt has soared to

SUGARWORLD 11 (NYCSCE)
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# **Newsweek Plans** 10% Cut in Staff

Washington Past Service WASHINGTON — Newsweek magazine, faced with a shrinking advertising base, will offer early retirement to 100 editorial and

retirement to 100 editorial and noneditorial employees, or about 10 percent of its work force.

The weekly publication, owned by The Washington Post Co., characterized the offer as a cost-saving step. The magazine's revenue was up 1 percent during the first half of 1988, although ad pages in its domestic edition fell 6 percent, to 1,182 pages, from a year earlier, according to the Publisher's Information Bureau. mation Bureau.

Employees who have been at the magazine for 25 years or more, or those who are 55 or older with 10 years of experience, are eligible for a package that includes enhanced

Paris Commodities SUGAR French francs pe Dec 1.565 May 1.565 May 1.565 Aug N.T. Oct # N.T. Dec N.T. Est vol: 761 lots 376. Open Interest Company

N.T. N.T. N.T. N.T. N.T. N.T.

# Alco Health Services **Studies Other Options**

New York Times Service VALLEY FORGE, Pennsylvania — Alco Health Services Corp.
says it is studying new ways to
increase shareholder value — standard corporate language for signaling an intent to be acquired or
restructured — after its agreement
to be acquired by McKesson Corp.
was called off.

McKesson, the country's largest drug wholesaler, had agreed to buy Alco for \$508 million after a man-According to the second state of the second second

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points and cents
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22.50 22.30 Mer 273.90 22.46
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22.50 243.80 Jun 280.85 24.50
Prev. Doy Open Int.116,319 off 01.169
VALUE LINE (KCBT)
points and cents
255.80 240.50 Dec 267.80 251.00
257.80 240.50 Mer 257.30 253.50
Est. Sales Prev. Sales 120
Prev. Doy Open Int. 1.228 off 121 Previous 1,066.40 f Rauters 1,865.40
D.J. Futures 136.56
Com. Research 288.38
Moody's : base 100 : Dec. 31, 1931.
p - preliminary : f - final
Reuters : base 100 : Sep. 18, 1931.
Dow Jones : base 100 : Dec. 31, 1974. 134.72 238.93 <u>Market Guide</u>

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18 YR. TREASURY (CBT)
5100,000 prin- pts & 32nds of 100 pct
96-12 90-5 Oec 96-16 95-18 94-11 95-14
94-9 99-5 Ancr 94-21 95-5 94-18 95-2
97-27 97-9 Jun 97-11 89-12 Sep
Ext. Scales — Prev. Soles 12,626
Prev. Dov Open Int. 94,925 up 3,344

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#0.50 #4.50 Acr
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Such speculation reflect about Sears Autoric Think Sears is a prompan, and I have no a fidence in its intest strain Trehad many of the other pursued over the last I said one Chicago portfolia, a who spoke on the condition to be named. Certain offerings of accurities, financial services or interests in real estate published in this newspaper are not authorized in certain jurisdictions in which the International Herald Tribune is distributed, including the United States of America, and do not constitute offerings of accurities, services or interests in these jurisdictions. The international Herald Tribune assumes no responsibility whatsoeverfor any advertisements (or offerings of any kind. benot be named Others have grown 1 min Sears return on equi other mass merchandiser wal-Mart Stores, for mained 27.8 percent on a equivin 1987.
Sear yielded 12.4 percent on the industry average percent Spot **Commodities** Today 1,03 1,15 1,27 213,00 0,38 0,50 6,30 473,08 121 4,4731 0,49

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**Options** 

Results

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# **BUSINESS ROUNDUP**

# Grand Met Is Sharpening Its Focus on the Food and Beverage Industries

By Steve Lohr

New York Times Service LONDON - The fast-paced deal-making in recent days by Grand Metropolitan PLC represents the last crucial stage in an aggressive corporate overhaul intended to turn the British conglomerate into one of the world's leading food and beverages

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Grand Met's chief executive officer, Allen J.G. Sheppard, has been pursuing the goal since he took the company's helm two years ago.

The sale last week of its Inter-Commental Hotel chain for \$2.27 billion and subsequent bid Tuesday to acquire Pillsbury Co. for \$5.23 billion reflect Mr. Sheppard's dual strategy of internal growth and acqui-

Steps in those directions, notably the \$1.2 billion purchase of the Heublein unit of RJR Nabisco Inc. last year, have made Grand Met one of the largest beverage marketers in the world. It sold an estimated 47.1 million cases of everything from Smirnoff vodka to Bailey's Irish Cream in 1987, according to Impact International, an in-

Now Mr. Sheppard wants Pillsbury to ance," Mr. Sheppard said.

"With Pillsbury, we plan to be not only one of the world's leading drinks companies in the 1990s," he said, "but also one of the world's greatest food companies and leading retailing companies."

If Grand Met succeeds in acquiring Pillsbury, it would make the combined company more than 50 percent larger than it is today, with revenue of about \$14.45 billion Mr. Sheppard said Moreover. weight of its three core businesses. to Beverage sales as a portion of Grand

Met's total business would move to 32 small," he explained. percent from 51 percent, it has projected. The food group would rise to 39 percent gone through a similar series of selective from 23 percent of Grand Met's business, led by Pillsbury baking products, Green Among the properties it sold were Quali-

cent from 26 percent.

marked for growth; food and retailing, last big step in a series of strategic sales which includes restaurants.

"With Pillsbury, we plan to be not only de-cluster."

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Grand Met's origins in the 1950s, when Sir
Max Joseph, the founder, began building

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billion, Mr. Sheppard said. Moreover, looked hard at the hotel business. He debringing Pillsbury's businesses into the cided that if Grand Met could not be an Grand Met fold would greatly even out the international leader in the field, it was best to use its resources elsewhere.
"With 100 hotels, we were still too

In the United States, the company has

Giant vegetables and Haagen Dazs ice ty Care, a home health-care company, cream.

And retailing would edge up to 29 perand a string of Peost-Cola franchises that

lein, included a liquor distributor and gies have been inept.

help place Grand Met in a strong position
The sale of Grand Met's Inter-Continenin the other two businesses he has eartal chain, which included 100 hotels, was
eyeglass retailer. Pearle, with 1,000 outlets, of Pillsbury's Distron division, which sells
eyeglass retailer. Pearle, with 1,000 outlets, of Pillsbury's Distron division, which included 100 hotels, was

was purchased in 1985 for \$385 million. the company's U.S. operations. In Pilisbury, Mr. Martin sees the oppor-

tunity to "take a company that has been Mr. Martin said, "and we think it is a much languishing and suffering from a crisis of healthier business than many people see it management and turn it around."

Pillsbury's food business, analysts agree, is extremely attractive, offering a portfolio of market-leading brands. However, the big Burger King fast-food chain appears to be afflicted with marketing and management problems. Some in the industry have even dubbed its well-known hamburger "The Flopper."

"Grand Met will be taking on quite a little challenge in Burger King," said Eric year, analysts estimate.
Frankis, an analyst for Phillips & Drew, a "We want to take the London brokerage.

ant from 26 percent.

sold for more than \$700 million.

chise, they insist is fundamentally strong.

It would give us a much better bal
Grand Met's purchases, besides Heubbut its marketing and management strate-

food and other supplies to Burger King Today. Grand Met is a much more outlets. Distron alone is estimated to have

to be."

For its part, Grand Met has shown its ability to increase market share and profitability in the beverage business, an indus-

try that is scarcely growing.

In the past five years, Grand Met's net income has advanced 66 percent, to \$571 million, on a sales increase of 27 percent, to \$9.7 billion. So far this year, profit is running more than 30 percent ahead of last

"We want to take the Pillsbury brands and market them internationally, just as we industry analysts are overstating Burger other businesses," Mr. Martin said.

The global approach to brands is visal if chief, they insist is fundamentally.

Grand Met is to achieve its other long-term aim of a broader geographical distribution

# Lotus Stock Falls on Program Delay

NEW YORK — The price of stock of Lotus Development Corp. tumbled Friday following news the company once again delayed introduction of its next generation spreadsheet software program, confirming fears on Wall Street that the company's problems are more severe than expected, analysts said.

"This is a sign that things are worse than anybody anticipated," said John Maxwell, an analyst for Dillon Read. "Nobody in their wildest nightmares expected a delay until the second quarter of 1989," He said his 1988 estimate for Lotus will be cut to to \$1.25 a share, down from \$1.50 a share.

In afternoon trading Friday in the over-the-counter market, Lotus

shares were down \$3.125 at \$16,625. Earlier Friday, Lotus, which is based in Cambridge, Massachu-setts, announced that it had delayed shipment of an improved version of its Lotus 1-2-3 spreadsheet

Lotus did not guarantee delivery by next June, saying in a release that "shipment is expected to be in the second quarter of 1989." It is the second time it has de-

It is the source layed the software. We've added additional time to ments, brokerage sources said. the schedule to make absolutely sure we deliver a product that with part of its shares going public meets our standards for quality, in February and November of

ny's software development group. Mr. King said Lotus had overcome the "major hurdles" in development and was working to correct minor errors.

The new program, called Release 3, is now at least a year late. Lotus announced the updated spread-sheet in April 1987 and scheduled delivery for June 1988. In March, it said the product would not be

ready until the fourth quarter. Despite repeated statements by Lotus that it was on target for a

### NTT Share Price At Low for Year

Agence France-Presse TOKYO — Share prices of Nip-pon Telegraph & Telephone, Ja-pan's largest telecommunication company, sank to a 1988 low Friday on the Tokyo Stock Exchange.

The stock ended at 2.05 million yen (\$15,350) per share. NTT software until the second quarter of opened trading at 2.08 million yen, 1989 from the fourth quarter of this then recovered fractionally to reach 2.09 million yen. But it then lost ground, hitting 2.05 million yen at

NTT's shares came under active selling by investors uncertain about the future of their NTT invest-

NTT was privatized in 1985, meets our standards for quality, performance, compatibility and portability," said Frank King, senior vice president of the compa-

dent on how it does in retailing," said Walter F. Loeb, a senior retail

analyst for Morgan Stanley & Co.

At the heart of the retailing prob-

lem, analysts say, is that the com-

pany has not yet determined what

keting professor at Northwestern

fourth-quarter release, industry an-alysts doubted it would meet the

Some analysts have criticized Lotus for failing to disclose the extent of the difficulties it is having with the product.

The upgrade, which analysts concede is a complex job, will allow Lotus 1-2-3 to run faster, print more sophisticated graphs and link and combine many spreadsheets. The biggest problem Lotus faces

is adapting the program to ron un-der the new OS/2 operating system as well as existing versions of the DOS operating system. "We've figured out how to optimize the code for DOS and OS/2 while remaining fully compatible with current 1-2-3

versions," Mr. King said. In an effort to prevent defections to rival spreadsheets, Lotus recently announced it would provide free upgrades of Release 3 to customers who purchase the current version.

Lotus 1-2-3 currently runs only on personal computers made by International Business Machines Corp. or on IBM-compatible computers. Lotus's chief rival, Microsoft Corp., has dominated the market for spreadsheets that run on the line of Macintosh computers made by Apple Computer Inc.

For the second quarter, the most recently reported. Lotus profit rose percent from a year earlier to \$17.3 million, or 38 cents a share. Sales rose 30 percent to \$122.1 million. In September, Lotus announced that sales in the third quarter might fall below the \$122.1 million posted for the second quar-

### Mercedes Says Growth Will Slow in U.S.

GROSSE POINTE SHORES, Michigan — Mercedes-Benz of North America Inc., a subsidiary of Daimler-Benz AG of West Germany, has said it expects several years of slower growth of its luxury car sales in the United States because of competition from Japanese and European companies.

Erich Krampe, president of the U.S. unit, said Thursday that the company was fore-casting sales of 80,000 to 83,000 cars in the United States in 1989, up slightly from the 80,000 units are expected to be sold in 1988.

He said the company believed it would lose market share to competitors as they increase sales at a faster rate. "Selling 100,000 is not in our vision for, let's say, the next five years," he said.

Moreover, Mr. Krampe said, Mercedes-Benz expects some erosion in its 50 percent share of U.S. sales for cars costing more than \$40,000. He added that the U.S. mit's strategy was to maintain its profitability, which he did not outline, without exposing itself to extreme swings in the

"They provide us with an oppor-

# 20th Century-Fox Indicted For 'Block Booking' Films

Los Angeles Times Service LOS ANGELES — A federal grand jury in New York has indicted 20th Century-Fox Film Corp. and one of its Midwestern branch booked "Black Widow," according to the indictment. In a statement issued Thursday, the studio said that it "strongly denies" that it defied the 1951 deand one of its Midwestern branch denies" that it defied the 1951 de-distribution managers, charging cree and called the charge "unwarthem with criminal contempt for allegedly "block booking" several of the studio's motion pictures.

Block booking is a practice whereby a distributor requires a theater owner to show one or more less popular movies in order to obtain the right to exhibit a highly

According to the indictment, which was filed in U.S. District Court in Manhattan, the alleged Fox's regional office in Chicago.

The indictment alleges that in 1985, the studio required several exhibitors to book the movie "Johnny Dangerously" in exchange for the right to show the more popular "The Flamingo Kid." That same year, the company the U.S. Supreme Court ordering booked its enormously successful "Cocoon" on the condition that movie theater operations. exhibitors also take "Prizzi's Hon-

or," according to the indictment. In 1986, the company required booked "Black Widow," according

"Fox has consistently cooperated with the Department of Justice in all matters, including this investigation," the statement said, "The facts will show that Fox has taken very seriously its obligations under popular one. It is prohibited by a 1951 consent judgment signed by all the major Hollywood film studios, including 20th Century-Fox.

According to the indicates and has had in place for many years a comprehensive and multifaceted compliance program designed to ensure adherence to the decree." the decree and has had in place for The consent decree grew out of a

landmark case in 1938, United States vs. Paramount Pictures Inc. block booking occurred between et al., in which the government 1985 and 1987 from 20th Century- charged seven of the major Hollyet al., in which the government wood movie studios, including 20th Century-Fox, with violating the Sherman Antitrust Act for attempting to monopolize the production, distribution and exhibi-

> the studios, in 1948, to sell off their Thursday's action was not the

first time that Fox has been charged with violating the decree. exhibitors to book the box-office. In September 1978, the company flops "Space Camp" and "Big pleaded no contest to a single count Trouble in Little China" in exchange for "Aliens," the indict-theater owners to book a movie ment charges. In 1987, 20th Centu- called "The Other Side of Midry-Fox offered "Mannequin" to night" in exchange for the right to theater owners only if they also show "Star Wars."

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# **SEAKS:** Chain Leaves Tradition Behind, Moves Into Specialty Retailing

tate empire may be worth more in parts than as a whole.

The price of Sears stock was up 87.5 cents in afternoon trading Friday at \$40.375. Earlier in the week, the stock surged \$2.125 on Wednesday, to \$39.75, on takeover and restructuring romors. It fell 25 cents on Thursday.

Such speculation reflects the pessimism of some large shareholders about Sears' future.

"I think Sears is a poorly run company, and I have no more confidence in its latest strategy than I've had in any of the others they've pursued over the last 10 years," said one Chicago portfolio manag-er, who spoke on the condition that he not be named.

Others have grown impation with Sears' return on equity, which has been lower than that of many other mass merchandisers for sev-

eral years.

Wal-Mart Stores, for example, returned 27.8 percent on investors' equity in 1987. Sears yielded 12.4 percent, well below the industry average of 15.29

A possible breakup of Sears might involve spinning off such op-erations as the merchandise group. the Allstate Insurance group, the Dean Witter financial services group, and the Coldwell Banker

real estate group. Sears' breakup value has been estimated to be as high as \$94.42 a share, a staggering premium over

its trading range. The company would cost an ac-opirer \$14.4 billion at current share But recent takeover battles for Federated Department Stores and

alone may not deter takeover at-Indeed, Sears' board of directors recognized this possibility in May when it voted to adopt its first anti-

takeover measures. "Size is no impediment to taking over Sears, but management en-trenchment is," said Edward A. Weller, a retail analyst at Montgomery Securities.
"On a cash-flow basis, Sears is

dise companies. It simply doesn't have the cash flow to support its Some analysts think the ultimate

inability to compete. School of Management. "Sears is electronics stores to further com-neither and, as a result, they're in pete with chains like Circuit City pete with chains like Circuit City

and Highland.

chain's national manager.

As soon as he joined the compa-

ny 21 months ago, Mr. Bozic began working with Sears' chairman, Ed-

ward A. Brennan, to set up a spe-

cialty merchandising division.

The initial thrust was to broaden

the company's distribution chan-

significant results in several years, others

contend that they are merely cosmetic,

masking management's fundamental

reasonably serious trouble." Soon after becoming chairman and chief executive of the group in January 1987, Michael C. Bozic, 47, began addressing that problem. In a major restructuring, he took an \$111.4 million write-off, reduced the full-time right by 9.232 In late August, Sears opened the first McKids store, a liceusing ven-ture with McDonald's. Offering name-brand clothing and toys, the chain is designed to enable Sears to compete with the boutiques and duced the full-time staff by 9,232 workers, and began modernizing the company's antiquated and costdepartment stores.

ly distribution system. "We decided not to stand by and watch our market share deteriorate." Mr. Bozic said. The most significant change is

the introduction of a series of instore home electronic and appli-ance "superstores," dubbed Brand Kroger Co. have shown that size Although other mass merchandisers, including its cross-town ri-

val. Montgomery Ward & Co., have pursued similar strategies in recent years, the move is significant for the tradition-bound Sears. With over a third more selling space, the addition of brands like Hoover, Black & Decker, Pioneer, and Zenith, and this week's announcement that it would test Egghead Software Centers in Brand Central departments, Mr. Bozic is one of the least attractive candihoping to build on the merchandise dates among the major merchan-

group's traditional strength in the sale of hard goods. Although he declined to provide sales figures for the 13 stores where

(Continued from first finance page) performance of the merchandising ulation that Sears' \$48 billion regroup will chart the company's zic said the results had been entail, financial-services and real-estate. The future of Sears is dependent of the merchandising group will chart the company's zic said the results had been entail, financial-services and real-estate. The future of Sears is dependent of the merchandising group will chart the company's zic said the results had been entail. stripe Petites, a privately held women's apparel chain based in Minneapolis, for an undisclosed He also said that the addition of brands that traditionally competed

with Sears' Keamore line had not eroded Keamore sales, as some analysts had predicted. lysts had predicted. tunity to get to know the specialty
Describing Brand Central as "a retailer, which has gained a larger it wants the group to be.

"Consumers either want speciality stores with a depth of merchandise, or warehouse stores with low laws and garden products and chilatons." Mr. Bozic said he planned to said Mr. Goldstein, who conceded apply the concept to auto supplies, laws and garden products and chilatons. We start a supplier of the market, and larger segment of the market, and larger segment of the market, and larger segment of the market, which has gamled a larger segment of the market, and larger segment of the market and larger segment of the market and larger segment of the m that the chains were unlikely to

prices," said Louis W. Stern, a mar- dren's clothing keting professor at Northwestern
University's J.L. Kellogg Graduate

He is also testing the concept of free-standing appliance and home-

tions to the merchandise group's financial results. But the group made its largest and most important move last March, when it agreed to pay \$402 million in cash and debt for West-While some analysts argue that Sears' based in Kansas City.

Mr. Goldstein maintained that
Western Auto could contribute to new merchandising efforts will yield

Sears' earnings this year, adding that tests were under way to combine Sears' auto centers and Westem Auto's Tire America stores in several locations.

Mr. Bozic announced a major reorganization of the company's headquarters buying staff in March. Hundreds of jobs have been cut and further reductions are planned at Sears' headquarters in the Sears Tower in Chicago, he

Cutbacks at the tower have been partly offset by the addition of part-time sales personnel in many of Sears' 800 stores.

Sears is optimistic about its chil-Taking the cue from successful specialty retailers like Nordstrom Co., Sears is beginning to pay small commissions in addition to salaries "I don't think anyone in the industry has positioned quite this mix," said John Whitehead, the to many in its sales force.

Mr. Bozic also initiated an overhaul of the company's poorly performing catalogue operations, whose revenues fell by 4.4 percent in 1987, to \$3.5 billion. He established a buying staff separate from The catalogue operation, which

nels through acquisitions.

They wooed back Alfred G.
Goldstein, a former Sears vice president who had left in 1979 to join

And there are indications that American Can Co., to head the new Sears has begun recasting the huge group. 102-year-old catalogue as a family of specialty books, aimed at specif-Eye Care Centers of America, a 41-

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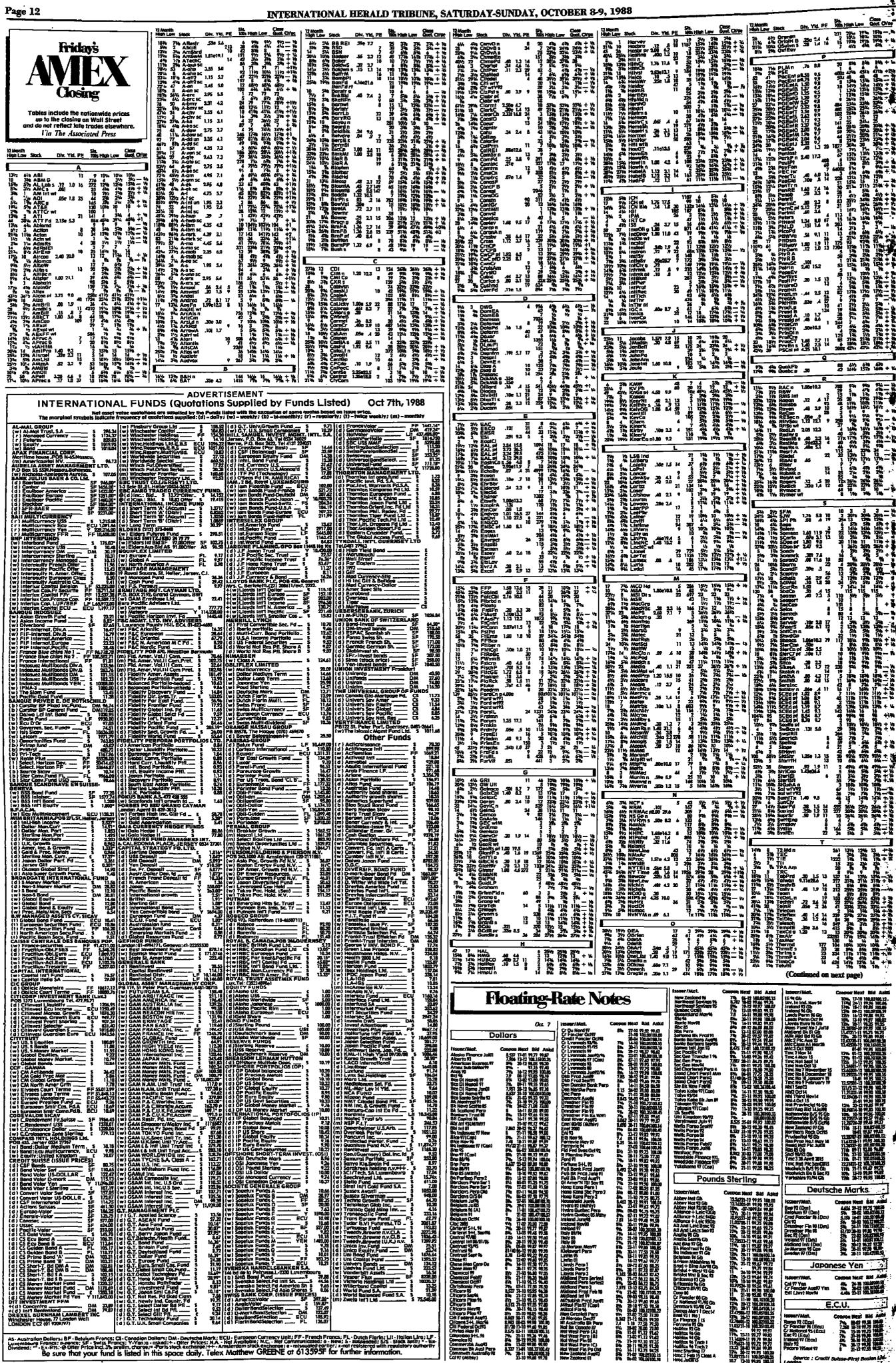
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CURRENC

Dollar

Dollar Weakens on U.S. Jobs Data Compiled by Our Staff From Dispatches . NEW YORK - The dollar closed lower against most major foreign currencies on Friday after

U.S. unemployment figures for spreader indicated an easing of concerns about inflation. The U.S. Labor Department reported that nonfarm employment rose by only 255,000, well within market expectations. In addition,

the rise in nonfarm payrolls in Angust, originally reported at 219,000, was revised downward to 169,000. The dollar closed in New York at 1.8628 Dentsche marks, down from 1.8658, and at 133.35 year com-

nared with 133,625. The pound ended at \$1.6985, compared with \$1.6928. Against the French franc, the dollar fell to 6.3465 from 6.3570.

and against the Swiss franc it ended 11.5805, compared with 1.5848. Currency analysts said the employment report was disappointing. here and the tendency will be to

test the dollar's downside now," said Earl Johnson, vice president of foreign exchange at Harris Bank in Traders said the market's atten-

NEW YORK -- A sharp drop recently in

crude oil prices has encouraged U.S. econo-grists to take a second look at their inflation

inflation," said Stacy Kottman, research coordinator at the Economic Forecasting Center at

Georgia State University. "There's no doubt

to between 3.5 and 4 percent for the six months

beginning in October from his previous forecast

On Friday, West Texas Intermediate, the benchmark U.S. crude, climbed 28 cents to

\$12.94 a barrel. But prices fell in spot trading,

of 4 to 4.5 percent.

Mr. Kottman has cut his inflation projection

"It's going to have a dampening impact on

London Dollar Rates 1,8612 1,8780 1,3785 1,5795 6,3388

tion will focus on the release next week of U.S. trade figures. In London earlier, the dollar ended at 1.8612 DM, after opening ferently. at 1.8640, and at 133.25 yen against

133,45 Against the British pound, it was \$1,6980, against \$1,6940.

The dollar also closed at 1.5795 Swiss francs compared with 1.5829 on Thursday, and at 6.3388 French

francs, down slightly from 6.3500. While the U.S. civilian memployment rate for September fell from 5.6 percent to 5.4 percent, dealers chose to stress the fell in manufacturing jobs, by 18,000 to 19,56 million, which was the sec-

ond consecutive monthly decline. "This means the tradeable sector

senior economist at Phillips &

Drew. "The slowdown in exports is continuing.

He said, however, that other job figures still pointed to a strong U.S. economic growth rate of about 3 percent to 4 percent. The Fed is said to aim at 2 percent to 2.5 percent growth

"The labor market and economy are still fairly strong," said Mr. Brown. "That could underpin the dollar short-term."

Some dealers, however, felt dif-

"People will be content to sit on chart supports over the weekend, but they will have another bash at it next week, probably as early as Tuesday," said a U.S. bank dealer. U.S. and Japanese markets will

be closed Monday to observe Columbus Day. "There is no reason whatsoever to buy the dollar," said another dealer. "U.S. interest rates are not going to go up, people are worried about trade and the central banks

sit on the upside." A senior dealer at a major U.S. bank said, "The numbers conwill be hurt," said Mark Brown, a firmed the dollar's bearish mood."

### **Profit-Taking** Lowers Gold

NEW YORK - Gold futures prices dropped Friday in New York after an early rally

in a slow market that was hurt by profit-taking.
The market acted as expected," said George Nickas of Geldermann Inc., "a busy morning and a dull after-

The early session had Commodity Exchange gold steady on the dollar's downturn, spurred by weaker-than-ex-pected U.S. unemployment

data. Futures drifted lower at the close of the slow session, as traders took profits following this week's string of technically made gains. December gold was off 70 cents at \$407.30 an

In London, the price of gold closed at \$403,25 an ounce in quiet trading on Friday, up slightly from the close of \$403.125 on Thursday, but down from the session's high of \$404.75.

advisers of the presidential candidates, expect the dollar to go lower rather than higher to reduce the trade deficit

Gregg A. Jarrell, professor of economics and finance at the William E. Simon Graduate School of Business Administration of the University of Rochester, contends that many foreign investors do not realize how much of an exchange-rate gamble they are taking but regard the cheap dollar as an extra inducement for a strategic move into the huge, growing and politi-cally stable U.S. market.

indeed, foreign investors often talk in a way that lends support to the position taken by Senator Quayle: that they are coming to

(Continued from first finance page) take advantage of real economic ed States, but only of total capital opportunities offered by the United States - still "the envy of the world" - though many remain critical of current U.S. fiscal poli-

cies and growing foreign debt. Nevertheless, Mr. Jarreil notes that many foreigners believe they now have "an unprecedented opportunity" to buy into America, thanks to the relaxed Reagan anti- foreign currencies, rise even furtrust policy and "laissez-faire" atti-

tude on business takeovers. far more important than political rhetoric to the takeover trend, If the United States acts deci-

INVEST: Foreigners Gamble on Higher U.S. Dollar

inflow. Foreigners would be likely to

continue to shift from U.S. government securities and other debt instruments to real investment in productive assets in this country. Their "gamble" would pay off if the dollar strengthens and American dollar profits, denominated in

ude on business takeovers.

By contrast, careless American
But real economic forces will be policies could breed a widespread economic catastrophe and a break-

down of foreign investment Thus, expectations of greater sively to correct its budget and American fiscal responsibility and trade deficits, the net inflow of foreign capital will contract. That capital movements would spur still need not mean a diminution of for-eign direct investment in the Unit-this country.

### Foreigners Buy More Japanese Stocks

TOKYO - Foreign investors were net buyers in September of Japanese stocks on the Tokyo, Osaka and Nagova exchanges, according to exchange figures released Fri-day. It was the first time this

occurred since April.

Foreigners' buying orders exceeded selling orders by 108.08 billion yen (\$809 million) from Sept. 5 to Oct. 1. Buying totaled 1.362 trillion yen, while selling reached 1.254 trillion yen. Buying by foreigners also exceeded selling in the week from Sept. 26 to Oct. 1 by 96.07 billion yen.

# U.S. Business Leaders Expect Slowdown in 1989

HOT SPRINGS. Virginia — The nation's business leaders, enjoying high profits from the strongest economic growth in four years, said Friday they expect a slowdown in 1989.

Executives ranging from John S. Reed, the chairman of Citicorp, to Roger B. Smith, chairman of General Motors Corp., said their indus-

tries were generating very strong earnings. Nevertheless, members of the Business Council, composed of 62 chief executives of large U.S. corporations, say they would prefer less-robust growth and a "soft landing" next

year to higher inflation, rising interest rates and finally a recession, or a "hard landing." Mr. Read, delivering a consensus report of about 20 economists from member corporations, told the executives at their twice-a-year retreat to expect growth, as measured by the gross national product, of 4 percent this year, the best since 1984. GNP measures the total

value of a nation's goods and services, including income from foreign investments. The panel expects the current economic expansion, now in its 70th month, to continue

well into next year, but at a slower rate.

It predicted GNP growth of 2.5 percent in 1989 and less than 2 percent in 1990, about in line with what the Federal Reserve considers

would be 2.5 to 3 in the longer term may be the prospects for reducing the trade and budget

more healthy and more sustainable," Mr. Reed Mr. Reed noted that the group's economists had forecast slower growth "three times now. and in each case we have put off for another

year the expected slowdown." Too much growth, according to economists, leads to shortages of both labor and factory capacity, which in turn leads to higher wages

The sector of the economy expected to slow

the most is consumer spending. Increasing sales of U.S. goods abroad and more spending on new machinery by manufacturers striving to

meet the export boom should replace consumption as the "engine" of the economy. Even executives who depend most heavily on consumer spending, such as Philip M. Hawley. chairman of Carter Hawley Hale Stores, a ma-

jor department store chain, welcome the shift because it means fewer foreign imports.

"Retailers have as large a stake in the longterm health of the economy as the manufactur-ing side," Mr. Hawley said. Soaring personal consumption earlier in the 1980s "clearly had long-range implications for the economy that

were not good," he added. Retail management simply needs to plan for

slower growth, he said.

Their economic advisers expect almost no progress through 1990 in shrinking the budget deficit from the 1987 level, and expected a 1988 level of about \$150 billion.

They forese the trade gap declining from \$170 billion last year to \$134 billion this year and to below \$100 billion in 1990. But they say that will require further declines in the value of the dollar from the current level of 133 yea to

120 yen over the next two years.

Edmund T, Pratt Jr., chairman of Pfizer Inc., said only the continuing confidence of foreigners in the United States, based on the past

rather than the present, has kept the value of the dollar artificially high. "I'm persuaded that our trading partners and our creditors will not tolerate forever the finan-

cial situation we're in," he said. In other predictions, the Business Council's

economists saw: Unemployment staying at 6 percent or less through 1990. The rate was 5.4 percent last

month, nearly the lowest in 14 years. • Consumer prices rising 42 percent this year and 5.1 percent next year, but no return to the double-digit inflation of the late 1970s and early 1980s.

Average interest rates rising by a bit more



This list, compiled by the AP, consists of the 1,000 most traded securities in terms of dallar value.
It is updated twice a year.

NASDAQ prices as of 4 p.m. New York fime. Via The Associated Press

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In London on Friday, prices for North Sea Brent crude oil rose, reaching \$11.60 a barrel for November delivery against \$11.35 at the opening and \$11.40 at the Thursday close. Carl Palash, a senior economist at McCarthy, Crisanti & Maffei, estimates that a sustained \$12.50 price on West Texas Intermediate could

Drop in Crude Price Leads to Lower Inflation Forecasts

cents to \$12.75 a barrel.

where oil is sold to the highest bidder. In spot trading, West Texas Intermediate dropped 5

bring fourth-quarter annualized inflation down between one and two points from his current forecast of 4 to 5 percent. "If the drop in oil prices sticks, it will lower

inflation temporarily," he said. But economists caution that if the price fall turns out to be a brief episode followed by a

quick return to discipline by the Organization of Petroleum Exporting Countries, the effects on inflation will be fleeting. Brian Fabbri, chief economist at Thomson

McKinnon Securities, says the odds are no better than 50-50 that oil prices will remain below \$15 a barrel for long. Even if oil remains at about \$12 a barrel, he

said, the domestic demand created by lower fuel prices would put an extra strain on industries already nearing capacity, such as steels, plastics and chemicals.

"So you would have extra pressure on those prices as people after their spending patterns," actually fueling inflation from another side, Mr. Fabbri said.

noninflationary. "I think probably the general consensus

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# **BOOKS**

### THE FIRST SALUTE

By Barbara W. Tuchman. 347 pages. \$22.95. Alfred A. Knopf, 201 East 50th Street, New York, N. Y.

### Reviewed by N. A. M. Rodger

THERE has been a good deal of comment recently on how much — or how little — geography Americans learn in school. Something similar might be said about history, with the difference that the problem is not so much one of simple ignorance as of myths pretending to be facts. In the case of the American Revolution, a justifiable pride in the achievements of their ancestors has obscured for most Americans the extent to which the rebellion survived through the intervention of European powers. Above all, too few Americans realize that the decisive battle of the war - the Battle of Chesapeake Bay - was fought at sea, and that the French Navy made an American victory possible.

It is this ignorance that Barbara Tuchman sets out to correct in her new book, in which she tells the story of how, for their own reasons, the Dutch and the French came to the aid of the struggling rebels: Dutch mer-chants with vital munitions, the French government with troops, money and - in the end the decisive factor - a fleet to win command of the sea on the coasts of America. She does not say much about the considerable contributions of Spain and Russia, or the lesser roles of other European powers.

It was very much to be desired that a writer of Barbara Tuchman's stature should explain the French and Dutch contributions to American independence but, unhappily, the explanation is less clear than it might have been. The narrative line is rambling, sometimes sliding into lengthy irrelevancies, sometimes leaping abruptly to an unconnected subject, continually looping back to repeat or contradict itself.

What is even more distressing in a historian of Tuchman's known talents is that her sources are extremely inadequate. There can hardly be a subject in history on which more, and often better, books have been written in the last 30 years than the American Revolution, and yet in far too many instances Tuchman ignores these in favor of elderly, derivative and superficial works. It is perverse to write the history of the war at sea from Mahan's "The Influence of Sea Power upon History" (published in 1890 and dependent on secondary sources

of 60 years before) instead of Jonathan Dull's excellent modern study. It is characteristic of this book that the verdict quoted from "a modern historian" turns out to be from a book for boys published in 1911.

The natural consequence of relying on such sources is inaccuracy, superficiality and the resurrection of old fallacies, all of which are unkindly exposed by the author's weakness for sententious generalization. More-over, in dealing with French and Dutch history (which she takes back to the l6th century, in confusing and surely needless detail), she has used only works in English.

Barbara Tuchman is unfortunately entirely ignorant of everything to do with the sea, and her attempts at explanation will be unintelligible to novice and expert alike. On land she is less adrift, but she knows almost nothing about 18th-century politics, about the relation-ships and duties of king, Parliament and ministers in Britain or their equivalents elsewhere, and she confuses the Admiralty and the Navy Board. Alarming errors of fact undermine the reader's failing confidence at every turn. We are told, for instance, that William IV succeeded as stadtholder in the Netherlands in 1702 (45 years before the office was revived, and nine years before he was born). Tuchman apparently does not know who won the battle of Bunker Hill, and still believes the decrepit myth that American backwoodsmen proved superior to British regular troops in open battle - the reader will naturally wonder why, if so, Washington bothered to raise the Continental Army.

Only in the final chapters does Tuchman begin to show how capable a writer she can be. In describing the show how capable a writer she can be. In describing the desperate situation of the rebellion in 1781, the extremely risky plan that Washington and the French adopted as a last resort, and the successive pieces of good luck and good management by which they achieved a crushing victory against all expectations, her narrative has real pace and conveys mounting excitement as events move toward their climax. The whole book could have been like this, and the pity is that it seems to fail from lack of effort rather than ability. This reads like an includent lirst draft of a work which, with plenty of hard work in rewriting and checking, might have become a good tale. rewriting and checking, might have become a good tale, well told.

N. A. M. Rodger, an official of the Public Record Office (the British national archives), is the author of "The Wooden World: An Anatomy of the Georgian Navy." He wrose this for The Washington Post.

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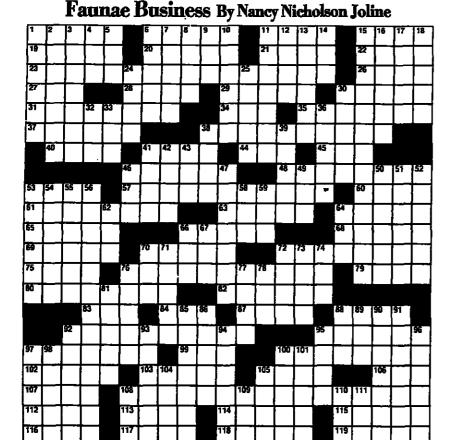
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Solution to Friday's Puzzle



O New York Times, edited by Eugene Malesk

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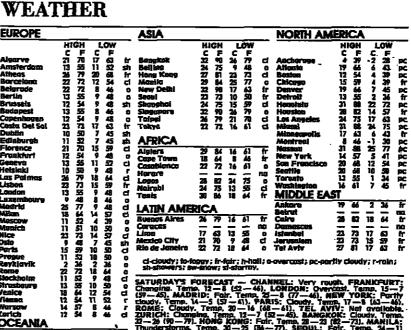


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# **SPORTS**

# After Losing Killer Instinct, Since the find th

har control better to New York Times Service NEW YORK - Coach Dan 49ers by 6 points.

Recess was mining over an gainst plan for Study's contest against plan for Study's contest against san Francisco and was reminded that his Denver Broncos had three straight victories against the 49ers. "Is that right?" asked Recves, chuckling "Maybe I reacember two. But, bey, the way things have been going. I can't recall when we won three straight in anything."

That's hard to believe Recommendations.

won three straight in anything
That's hard to believe. Reeves, in
his eighth Denver season, is 72-4311. The Broncos have been the and the desired from the Parish of the Control of t

American Constant of the last two years.

Att 1 American Constant of the last two years.

Maybe Recess's derstandable. The American Conference champions Maybe Reeves's amnesia is understandable. The Broncos are 2-now, the 49ers, 4-1. They meet Sun-day afternoon in Candlestick Park

day afternoon in Country Broncos in San Francisco, with the Broncos still searching for stability. Denver has suffered rare losses at Mile High Stadium this season, to the Seattle Seahawks and to the to the Seathle Seahawks and to me Los Angeles Raiders. It has lost on the road to Kansas City, the Chiefs only victory in five games.

John Elway has thrown more interceptions than touchdowns.

We lost intensity, especially in the Kansas City game," Receves "We lost intensity, especially in the Kansas City game." Recves said. "In that one we just weren't

excited about anything." the arrest the pulsate. Denver's 12-0 win over the San transcription Reco Diego Chargers last week helped. But against San Francisco, the Broncos tackle the NFL's most exinterceptions, with 12 Tampa Bay Chuck Knoz, the Seahawks coach, plosive offense (412.8 yards a has been outscored, 57-0, in the

Johnson's Pistol Is Seized

TORONTO - The police said Friday that they had seized a

starter pistol from Ben Johnson's Porsche after a motorist said the

Olympic sprinter, who was stripped of his gold medal in a drug-use scandal, pointed a gun at him while driving on a highway.

The pistol, which only shoots blanks, was taken from Johnson's

car by the police on Thursday, said Brendan Crawley, the Ontario Provincial Police spokesman. No charges were filed immediately.

and the driver pointed a small hapdgun and pulled away. The motorist furnished the license plate, and the police traced it to Johnson. The police spokesman said Johnson admitted driving the

Separately, the general manager of the Minnesota Vikings football team, Mike Lynn, said he would like to give Johnson a tryout after

hearing from Johnson's agent. "As a kick returner, he would scare

Tyson's Wife Is Said to Seek Divorce

has been dissected

Playoff Box

Porsche at the time but denied the motorist's allegation.

LOS ANGELES - Robin Gi- and in the press.

The motorist told the police a black Porsche pulled beside his car

NATIONAL CONFERENCE

Chicago Bears (4-1) at Detroit Lions (1-4): These teams are as opposite as their records indicate. The Lions haven't lost big. They've simply lost. They seemingly always find a new way to collapse against

N.Y. Giants (3-2) at Philadelphia Eagles (2-3): In this Monday night game, the Eagles have a chance to catch the Giants, but they've been trying for the last six meetings and have lost each time. Buddy Ryan, the Eagles coach, has never beaten the Giants. More of Randall Cunningham would be a bigger plus. Watch Cunningham throw, but also watch him run with wits. Ea-

Los Angeles Raus (4-1) at Atlan-ta Falcons (1-4): Would you believe the Falcons have posted 300-plus yards of offense in each of their last five games? Would you believe in this series that each team has won at home in each of the past three seasons? Do you really believe the Falcons can keep it up? Rams by 7.

Tampa Bay Buccaneers (2-3) at O'Brien, the Jets' quarterback. Minnesota Vikings (3-2): Vinny Bengals by 6.

Testaverde has thrown four touchdowns, 12 interceptions. The Viland Browns (3-2): "I told everyone kings' secondary leads the NFL in 2-0 didn't mean a thing," said

game), the league's most dangerous receiver, Jerry Rice (22 catches for 511 yards, 23.2 yard average a cauch) and possibly the league's down now," said Joe Gibbs, the league's down now," said Joe Gibbs, the league's down of its

most versatile back, Roger Craig.
Nevada odds-makers favor the 49ers by 6 points.

Redskins coach, "but if we put a string together we'll get back in this thing. I think we can. It's still awfully early." The string Gibbs is trying to avoid is a Redskins third straight loss, and that hasn't happened since his first season (1981). Redskins by I.

AMERICAN CONFERENCE simply lost. They collapse against find a new way to collapse against Chicago — the Bears have won the last seven in this series. The Bears lead the league in rushing and are the league's best defending the run.

React by 7.

The Chiefs

Kansas City Chiefs (1-3-1) at Hooston Oilers (3-2): The Chiefs should feature a healthier Paul Palmer and Christian Okoye, and that should work wonders for their running game. Steve DeBerg, the AFC's fourth best passer, who's tossed for 1,076 yards and eight touchdowns, has the passing game in high gear. Houston leaped to a 16-0 lead against the Eagles last week and then allowed 32 consecu-

tive points. Oilers by 5.
N.Y. Jets (3-1-1) at Cincinnati Bengals (5-0): It's the AFC's No. 1 offense (Bengals) against the conference's No. I defense (Jets), with Boomer Esiason, the NFL's No. 1 passer, leading the show against the NFL's No. 1 sack man, Mark Gastineau. But don't overlook Ken Bengals by 6. Seattle Seahawks (3-2) at Cleve-

forced five turnovers in each of its last two games and is limiting opponents to only 29.2 percent com-pletion of third-down plays. Browns by 3.

INTERCONFERENCE

Miami Dolphius (2-3) at Los Angeles Raiders (2-3): Miami hasu't beaten the Raiders in six straight games. Miami had hardly beaten anyone of notice until it ripped Minnesota last week, 24-6. Not that the Raiders are of particular notice. Jay Schroeder is still learning the Raiders offense. Dan Marithe Dophins quarterback, has

lost five straight. 2) Win the toss: the team that has won in all five Patriots by 2.

New Orleans Saints (4-1) at San vens is filing for divorce from In an interview with Barbara Diego Chargers (2-3): The Saints heavyweight champion Mike Tyson, her lawyer, Marvin Mitchelshow a week ago, Givens said her
show a week ago, Givens said her
show a week ago, Givens said her
show a week ago, Givens said her husband had an "extremely volatile by Hebert, a solid running game "I plan to file it .... I will also be temper" and that she had become and a defense that seldom rests. seeking a restraining order" against very afraid of him, but she gave no Saints by 4.

indication she wanted to end the Pittsburgh Steelers (1-4) at Givens, an actress who appears marriage.

Givens, an actress who appears marriage.

Phoenix Cardinals (3-2): It will be methe ABC series "Head of the Miss Givens is in Los Angeles hot in Tempe and even hotter after-Class," will cite irreconcilable dif- filming the series. There was no ward if the Cardinals pull off this ferences for seeking to end the turimmediate comment from her or victory and remain tied for first in the NFC East. Cardinals by 6.

The Dodgers have faced Darling 2.25 earned-run average in four twice at Shea this season and lost both games, scoring two runs in innings against him. But they had scored two runs in 13% innings against the young Dave Cone, who was handed his shower slippers in

The bigger question for the Dodgers concern Tudor's health He has pitched most of the last two seasons with a bad knee and sore shoulder but was unable to go in

Game 2 because of a sore hip. The Mets are uneasy about his complaints because he is a tenacious, obsessed competitor, and, by

on negative thinking.

The Mets led the National League in home runs, and the middle of their order - Darryl Straw-

But the Mets have had some long, puzzling slumps, too. They

record against them. He also has a and early September.

got him three or fewer runs.

more than I'd ever seen it in the past. It was as if they knew if we got

Clemens allowed his first hard-hit ball in the sixth BOSTON - Walt Weiss, known primarily for his when Phillips fouled off two full-count pitches, then laced a fastball up the gap in left on one skip off the wall for a standup double. But Clemens then struck out the side.

Oakland Wins, Leads 2-0

By Thomas Boswell

Washington Past Service

defense, singled home Ron Hassey from third base with two out in the ninth inning Thursday night, lifting the Oakland Athletics to a 4-3 victory over the

Boston Red Sox and a 2-0 lead in the American

League playoffs.

Hassey singled with one out in the ninth off loser
Lee Smith, and Mark McGwire flied out to center

before Tony Phillips singled to right, sending Hassey to third. Weiss, a shortstop who could be the Alrookie of the year, lined an 0-2 pitch to center to make

a winner of Gene Nelson, the third Oakland pitcher.

Dennis Eckersley pitched the ninth for his second save of the series. Oakland has defeated Boston's top

AL PLAYOFFS: GAME 2

Clemens ended the season this year only 18-12,

In an easy dozen-pitch first inning, Clemens looked fast, then got faster as he fanned Carney Lansford and

Ron Hassey to end the second -all on fastballs. After

a nine-up, nine-down blitz through the mighty A's order, Clemens looked like a revived pitcher.

Davis (16-7), followed his normal pattern of late. Get

in trouble, then fight out of it. In 202 innings this year. Davis allowed 303 runners. Davis walked a man in

each of the first two innings and allowed two line drives that looked like doubles when they left the bat,

yet were caught. Davis rounded to form in the third,

fanning Rich Gedman and Wade Boggs.

In the fourth, Clemens got himself in a jam. On a dribbler to the mound by leadoff speedster Luis Polo-

nia. Clemens rushed his throw and skipped the ball

past Todd Benzinger at first base for a scratch hit and

an error. All Dave Henderson wanted to do was hit

Clemens' opposite number, former Oriole Storm

commanding lead back to Oakland.

The Red Sox got their first huge break in the sixth. Davis walked Dwight Evans, then walked Mike Greenwell. When Jim Rice hit a liner to center. Davis seemed to have escaped. But Henderson bobbled, then dropped his attempt at a knee-high catch for a run-scoring error. That left men at the corners. Burks followed with his third straight hard-hit ball of the night, this one an RBI single to right which went between Rice's legs for a 2-0 Boston lead.

The A's struck back instantly. Henderson lined a single to center and Jose Canseco, down 0-2 in the count, unloaded an authoritative two-run, game-tying home run into the left-center field screen.

Before the inning was over, Dave Parker blooped a starters, Bruce Hurst and Roger Clemens, to take a single to left, Carney Lansford forced him at second Red Sox hopes lay, unequivocally, with Clemens, the best pitcher in baseball during the past three seasons with a 62-25 record and 785 strikeouts. But on a hotly disputed call, then advanced to third on a balk and a wild pitch. Up stepped McGwire, who had fanned twice. He lashed a line single to left on a In the seventh, the Red Sox got an important clutch

hit. Some will say Boston got an assist from the A's manager, Tony LaRussa, After Davis fanned Jody Reed to start the inning, LaRussa played percentages, calling for Graig Cadaret in relief. Davis was pitching a two-hitter and had allowed no earned runs.

Cadaret's first hitter, Rich Gedman, yanked a home run five rows deep into the right field seats.

**■** Fenway Taunts Continue

Chants of "Ster-oids!" and "Just say n-o, Canse-co" continued in Fenway Park in an attempt by Red Sox lans to upset the concentration of Jose Canseco, The Associated Press reported from Boston.

Canseco smiled when he was asked about the noise 'I didn't bear anything," he said,

Canseco is muscular. So some critics, in the aftermath of the Ben Johnson drug scandal at the Olympics, assume he has taken steroids. Canseco has heat-edly denied using steroids.

### behind the number with no outs, but Clemens got his Jose Canseco slams a two-run homer off Boston's Roger Clemens. Outcome Back East Rests on Pitching

By Richard Justice

Washington Post Service LOS ANGELES — The National League Championship Series has moved east, after the Los Angeles Dodgers finally proved the New York Mets to be something less than invincible.

Until Game 2 on Wednesday the Dodgers must have figured the Mets slipped into phone booths and changed into blue tights.

But for once, it was the Dodgers who got the better pitching, and it was the Dodgers who were able to stop a ninth-inning rally and leave home with a 6-3 victory and a 1-1 split in the best-of-seven series.

to take advantage of a still ailing
Raiders secondary, Raiders by 2.

New England Patriots (2-3) at
Green Bay Packers (0-5): It's get
More than two gives in ever scored to the secondary. ting ugher in Green Bay. Maybe more than two runs in any of the the Pack has two things going for them here: 1) They're from the NFC, to whom New England has four times against the Mets.

One of those defeats was a bonewhen the Mets rallied from a 2-0 ninth-inning deficit against the Dodgers' best starter (Orel Hershiser) and best reliever (Jay How-

"It's a new series," said Mickey Hatcher of the Dodgers. "It shows you what kind of team we have." In Friday night's Game 3, the Dodgers send left-hander John Tudor against Ron Darling.

The Mets would need a threegame sweep to end the series in New York, and that figures to be a tough assignment with Hershiser pitching again, probably Saturday. During his 59-inning shutout streak, Hershiser twice pitched on three days' rest and said: "Sometimes, I think I'm actually better on

That means he might go against New York's Sid Fernandez in Game 4. Either way, the Mets must beat both Tudor and Hershiser to

Steve Sax slides under a late tag from the Mets' catcher, Gary Carter, in Game 2.

Dodger Stadium

the second-inning of Game 2.

his own admission, one who thrives

The Mets beat Tudor twice after

playoff starts, and, as the Cardinals manager, Whitey Herzog, said, "If I had to win one game, he'd be a guy Pd want out there." "I have post-season and World

Series experience," Tudor said. "As far as I'm concerned, you can take all that and throw it out the window. It's not going to do you any

berry, Keith Hernandez and Kevin McReynolds - may be the best this side of Oakland.

the Dodgers acquired him from the including 32 times in one 54-game work with."

avoid bringing the series back to Cardinals. But he has an 8-6 career stretch between the Fourth of July Yet, even in that awful streak,

29-25 — because their priching is so

Darling got his 17-9 record by

"It has been an erratic year," Davey Johnson, the Mets manager, said. "We've won a lot of games late, and a lot of times we do just enough to get by. Our pitching just dominates people, and you can tell teams don't expect to score many runs. I saw the infield played in to of respect for Howell and the stop a run scoring early in the game

them. And I got fed to the sharks." "After a very emotional playoff winning seven times when the Mets game win, Klapisch approached me in the clubhouse and asked for my thoughts about the game Here's the million-dollar question:

facetious tone. They were made out Dodgers."

The Mets' right-hander, who lasted only two innings in Game 2 long, puzzling shumps, too. They one or two runs we were going to Wednesday, paid tribute to Howell scored three or fewer runs 74 times, win. Sometimes that's all we had to in the last column, calling him an Wednesday, paid tribute to Howell outstanding competitor.

### **SCOREBOARD** BASEBALL

bulent, eight-month marriage that from Tyson.

the hell out of you," Lynn said.

### HOCKEY NHL Standings

son, said Friday.

Tyson, the attorney said.

CAMPBELL CONFERENCE
Norris Division
W L T Pts 6

Bostes
Morpis (1), Jonney (1), Neely (1) Shatz on
equal: Toronto (on Lemelin) 5-10-3—18; Boston
G

Kurvers (1), Tocchet (1), Melloniv (1), Schith (1), Craven (1), Skets en sout: New Jersey (en Hextell) 9-11-13-33; Philoselphia (ch Burke) 19-129-31. Smith (1). Hoque (1). Sheppard (3). Walter (1). Shots an spat: Montreal (on Barrasso) 12-54—21; Buffold (on Heyword) 4-13-7—24.

Albaesekii 3, Bennino (1), Pasiowski (1), Ciccorelli (1), McRoo (1), Fraser (1), McRosney (1), Measher (1), Tuttle (1), P.Cavotlini (1), Shors on seel: St. Louis (on Myllys) 16-11-11-38; Minnesoto (on Millen) 3-127-27.

N.Y. Rampers 9 9 2 8-2
Chicago (1), Cables (2), Thomas (1)), Shors (1), Cables (2), Thomas (1), Shors (1), Cables (2), Thomas (1), Shors (1), Cables (2), Thomas (1), Cables (2), Cabl

My, Illiaments
Calsery
Macinnis (1), LeFontaine (1), Kino (1),
Louer (1), Traffier (1), Suer (1), Patterson
(1), Nieuwendyk (1), Spots on good; New York
(on Vernan) 11-7-1-7-2; Calsory (an Hru-

| Sleften | B-T1-(T1-mill. | 1 2 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 | 1 8-2 McLegn) 5-13-13-0-31. Vancouver (on Red-dick) 5-9-10-1-25.

AMERICAN LEAGUE

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Playoff Schedule

#-13-7—24. X-Oct. 18: Boston of Colkland 2 2 4 4 4 A-Oct. 18: Boston of Colkland of Boston

WORLD SERIES

SOCCER

EUROPEAN CUP WINNERS' CUP (First Roose Second Log) orlo, Italy 2. Nortkasins, Swe soria advances on 3-2 appresate. (Pirst Round, Second Ley) AC Milan 5, Vitasha, Bulgaria 2, Milan rances on 7-2 pages

on 7-2 cograsions. USFA CUP (First Reand, Second Lee) igo 1, Napoli 1, Napoli advance oggregate. Victoria, Romania & Silema Wonderers.

# TRANSITION

AUTO RACING

American League
CLEVELAND—Named Dom Chiti roving CLEVELAND—named Dom Chill roving minor-leasue stitching coach.

SEATTLE—Fired Jim Smyder, manager; Billy Conners, pitching coach; Frank Howard, bottling coach, and Howie Bedeil, first base coach.

National Leasue

CINCINNAT—Released, Page Coache.

cion, infleider. BASKETBALL Noticed Busketball Association ATLANTA—Signed John Bottle, guard, to a liveor contract; signed Dugne Ferrett Bill Garnett and Ray Talbert, forwards, and Dynier, guards.

Taylor, guards.

DENVER—Signed Eiston Turner, guard.

ton Wheeler, guards, and warns Englasted, forward.

DETROIT—Signed Islan Thomas, guard, to an eight-year contract.

INDIANA—Signed Rik Smilts, conter, to a fluo-vear contract; staned Troy Lewis, Rich-ard Morton and Michael Anderson, guards, and Herbert Crook and Jarvis Basslight, for-

LOS ANGELES—Signed Tony Compbell, orword.
ANLWAUKEE—Extended the contract of Ricky Pierce, gyard, through the 1991-92 sec-son. Signed Jeff Grayer, forward, and Randy Breuer, comer.

NEW JERSEY—Signed Frank Johnson,
guard, and Derriek Hamilton, lanward-guard,
PORTLAND—Signed Richard Anderson

and Adrian Branch. forwards, and Derwin Cook, guard. SAN ANTONIO—Agreed to terms with Al-National Football League DENVER-Signed Jim Ryon, linebacker,

DENVEK-Spies Jim Kyll, Indepoter; to a three-year controct extension. SAN FRANCISCO—Ploced John Fronk, Hight and, on injured reserve. Waived Brant Jones, Helli end. COLLEGE EASTERN COLLEGE ATHLETIC CON-E-Named Clayton W. Chapmon ner-elect, effective July 1, 1989. commissioner-elect, errective July 1, 1997.
FORDHAM—Normed John Pitzpetrick esalstent besketbell coach.
GEORGIA TECH—Normed Liten Wurth esstatent besketbell coach.
KANSAS STATE—Announced the resignation of Stan Parrish, footboll coach, effective

tion of Stan Partish, featball coach, effective at the end of the season. MIAMI (OHIO)—Announced that Bud Hol-Appart (Unit-Pulsion test in the particular of the pecane director of otherics of Wisconsin-Milwoukes, effective Nov. 1, NOTRE DAME—Nomed John Haister sports information director and Roger Vaidiserri associate athletic director.

ST, FRANCIS, N.Y.—Amounted the resig-notion of Cormitee Faccined, sports informa-tion director, so he can take the same sogifien at Fatreigh Dickinson. SOUTH CAROLINA—Announced the resig-nation of Dick Bestwick, athletic director. Named Albert Dison Jr. Interim athletic di-

TENNESSEE—Announced the resignation

# SIDELINES

### **Ballesteros Wins**

WENTWORTH, England (UPI) Mark McCumber, four up with
11 to play, lost to Spain's Severiano
Ballesteros at the 37th hole as three American golfers numbled out of the \$450,000 World Matchplay Championship on Friday.

McCumber was the victim of a

brilliant comeback by Ballesteros although he contributed to his own downfall with some erratic putting toward the end of their encounter.

Two other Americans, Jeff Sluman and Joey Sindelar, were easily beaten. Sluman lost 7 and 6 to Britain's Ian Woosnam, the de-fending champion. Sindelar lost 5 and 4 to Britain's Nick Faldo. Faldo now plays Woosnam. In the other semifinal, Ballesteros will take on Sandy Lyle, who beat Zim-

### babwe's Nick Price 3 and 2. 2 Managers Out SEATTLE (AP) — The Seattle

fuss. He just let the enthusiasm of Mariners have cleaned house by firing manager Inn Snyder and the sellout crowd of 16,005 - the first sellout for a home opener in the team's 22-year history - spill three of his coaches. Besides Snyder, 57, also disout of the stands. Gretzky and his new teammates soaked it up.

missed were pitching coach Billy Connors, batting coach Frank Howard and first base coach Howie Bedell. Seattle had a 68-93 record this year. No replacement for Snyder was named. Hockey League all-star from the In Chicago, manager Jim Fregosi Stanley Cup champions, the Edof the White Sox said Friday that

White Sox record this year was 71-Thomas on a Roll

he had been fired, although there

was no immediate confirmation

from the team management, The

WINDSOR, Ontario (AP) The Detroit Pistons have made guard Isiah Thomas the highestpaid player in club history, agreeing to a contract that will pay him a reported \$16 million over the next eight years.

### Los Angeles Times Service INGLEWOOD, California For dramatic effect, as if more were needed, the houselights were dimmed and the Los Angeles Kings skated onto the ice at the Forum one at a time, gliding with the spotlight into their places in the lineup for the season opener



Bob Galbraids/The Associated Press There he was. Wayne Gretzky Gretzky attacks the puck against the Red Wings' Rick Zombo.

Kings' first goal, on his first shot, sending the Kings on their way to an 8-2 victory over the Detroit Red Wings, defending champidrawn reporters from across the ons of the Norris Division.

There are those who say that the Kings gave up too much to Gretzky. But they did not give up young Luc Robitaille, and it was Robitaille who got the hat trick

so you just go and get those re-

It was the Kings' first victory in an opener in eight years. The lans went wild

# seats, paying close enough atten-

Coehec

Harriard

P.Stostav (3), A.Stostav (1), Robertson (1),
Francis (1), Goulet (1), Brown (1).

Shoth os soni: Quabec (on Lut) 9-108-27:
Harriard (on Moson)12-7-1)-38.
Hew Jersev

1 2 1-4
Oct. 4: New York 3 Los Angeles 2
Oct. 7: New York 3 Los Angeles 6
Oct. 7: Los Angeles of New York
Philodelphia

Kurvers (1), Tocchet (1), Mellonby (1),
Kurvers (1), Craven (1). Shots en seet: New
Schitt (1), Craven (1), Crave

Chicage
Soverd (1), Doblen (3), Thomas (1), Shots
se goef; New York (on Walts) 9-6-17-1-3;
Chicage (on Vonblesbrouch) 11-7-16-3-31,
M.Y. Inbanders
1 8 2 8-1

Yzerman (1), Gretzky (1), Robitolle (1), Taylor (1), Nichella (1), Robitolle (1), Cor-penter (1), Tookey (1), Shoh on sodi: Defruit

It was the moment everyone in Los Angeles had been waiting for since first hearing word of the blockbuster trade last Aug, 9 that delivered the eight-time National

Thursday night.

Player after player after player.

Wayne Gretzky — the Great One, the unassuming little hock-

ey player all the folks jammed to

the top of the Forum had come to

see, the star of stars whose job it

ice wearing the new black and

white and silver sweater of the

Kings, the ovation was chilling. He took his place at the center

of the line and made no more

is to jolt the franchise to life. When Gretzky hustled onto the

And then, at last, Gretzky.

in a Kings sweater, the dream come true for Bruce McNall, the Kines' owner. If he did nothing more, at least he had packed the house. He had

United States and Canada He

had brought the team together for

monton Oilers, to the Kings.

an early season touch of excite-But, of course, he did more, Fittingly, Gretzky scored the that left him gushing: "It was a

lot of fun. The spirit on this team is unbelievable. You know (Gretzky) is going to work hard on every shift. It was fun to bounce off him. You always get chances when you play with him.

### apologized in print to Jay Howell and the Los Angeles Dodgers and announced his retirement as a sportswriter after three columns in

Mets Pitcher Quits

His Moonlighting

The Associated Press

NEW YORK - David Cone, the New York Mets pitcher, has the New York Daily News. Cone, who wrote that Howell re-

minded him of "a high school pitcher" and that Orel Hershiser was "lucky" to shut out New York for eight innings Tuesday night, also wrote Thursday that ABC television announcers were "sharks" in

the way they treated him. "For the record, I apologize to Jay and the Dodgers," Cone wrote. I apologize to my family for embarrassing them. And I apologize

to my teammates." Cone also said that a Daily News reporter, Bob Klapisch, ghostwrote the Tuesday column. Cone

said his comments were meant to be funny and sarcastic and wrote that "we both used poor judg-"This is my first and - I'm announcing today — my last attempt at tabloid journalism." Cone wrote. "I felt this opportunity would be an easy way to get my feet wet. Well, I the Mets had a winning record — got them wet all right — with 100pound cement bricks attached to

Did I say the things Klapisch wrote? The answer is yes, But the missing link is that those comments were said in a very sarcastic and

# Great Night for the Prince of the Kings

tion to cringe at the brutal checks and cheer when the puck went into the net.

The puck was going in the Red

Wings' net all night.
Detroit's goalie, Greg Stefan,
who saw 40 shots come flying at him, was asked if any team had ever come at him so relentlessly. Yes," Stefan said, "Edmonton with with Wayne Gretzky. That's why he's the greatest player in the world. I think he's getting better."

Detroit's coach, Jacques Demers, said: "Wayne Gretzky is going to make every player on that team a better player. There's no question. It's not just a one-man team. There's a lot of good talent on this team. But they're all going to play better."

"The Kings have been waiting for a King for 22 years and they've found him. He's definitely the King here. The crowd and the other players responded to every play he made. He's going to make this a much better fran-

Gretzky said that he, too, felt the excitement in the air. "I was so excited, so pumped up. The only time I was this nervous before a game was my first All-Star game. The playing was easy. I was just afraid I was going to fall down when I first went out there."

Gretzky scored the first goal

for the Kings 12 minutes 54 seconds into the first period, taking a sharp pass from Dave Taylor that crossed in front of the goal, pushing it into the right side of the goal past Greg Stefan. The Kings had a 2-man advantage at the time and were circling in front of the Red Wings goal in a menacing threatening pattern.

By Jane Friedman Washington Post Service
AIRO — When this city's grand old opera house burned to the ground in 1971, Cairenes fiddled. It was all they could do, said Magda Saleh, a former prima

ballering, about the beloved wooden structure that was built especially for the opening of the Suez Canal in 1869 and which boasted the world premiere of Verdi's "Aida" in 1871

Now Cairo is inaugurating a new house, which many are hoping will restore Egypt's capital to its position as a center of Western culture in the Arab world. The gala opening on Monday, and the first season, may add up to the most exciting festival Egypt will see for

This will restore what was lost in our cultural and national heritage." said Mohammed Salmawy. an undersecretary in the ministry of culture. "It's not just a theater we're opening. We're actually talk-ing of a whole cultural complex. like the Kennedy Center and the Centre Pompidou in Paris. We're going to turn this place into a culture beehive, presenting foreign theater and the best of Egyptian

arts."
Financed by \$50 million from the Japanese government and built by Japanese construction firms, the opera house is Islamic on the out-side and largely Japanese on the inside. The premiere season will bring companies the likes of which Egypt has not seen for years: the London Festival Ballet, the Paris Opera Ballet and, the Houston Opera's "Showboat." Dizzy Gillesnie is scheduled for January.

But critics dismiss assertions that the new opera house will form the core of a cultural renaissance. They say that the government has foed on the opening season and it has failed to define a specific role for the house, formally known as the Cairo Education and Culture Center. Political scandals, especially the sacking of Saleh as artistic director just weeks before the gala, have dismayed donors and provid-

ed fodder for the critics. The opera house and the first what can be achieved almost entirely from donations but also illustrate the frustrations when one denever have gotten started if the Jap-anese — who themselves do not

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have an opera house — had not proposed a grant. Egypt had no money for a new facility and Cairo had built a five-story parking garage on the old opera house site.

**POSTCARD** 

Cairo's New Opera Hall

There was one hitch to the Japanese offer: Japanese architects, engineers and contractors would do the job. Egypt accepted, but the conditions caused problems. The first seven blueprints were unacceptable because the styles were not suitable to an Islamic environment. Finally a compromise was found. The building is generally considered a success. Inside, it boasts two concert halls and the most up-to-date sound and light systems. The main auditorium has 1,200 seats.

WHILE the building was being completed, Saleh sought an additional Japanese grant and with another \$400,000 bought instruments as there was a shortage. The West German ambassador came forth with a Beckstein grand piano. Until its arrival, artists are rehearsing on a piano donated by Suzanne Mubarak, the Egyptian president's

Saleh, who was trained at the Bolshoi Academy and obtained a doctorate at New York University, cultivated Western ambassadors hoping their countries would contribute productions for the first season. She succeeded with the Europeans, whose governments often fund cultural events. But the U.S. government did not help because performing arts organizations in America are private. Instead, U.S. Ambassador Frank Wisner called major American corporations doing business in Egypt and raised more than \$400,000, an embassy spokesman said, to bring over Showboat."

Despite these successes, Saleh was out by August. Officials in Egypt's culture ministry said that she "couldn't get along with any-body." Saleh is now suing the gov-

Eventually, the opera house will be surrounded by an art gallery, two museums and a planetarium. All will make up the intended cultural center. Still, government offi-cials admit they have to plot a season's program are examples of course for the center. "Maybe for next year we should have a plan," Salmawy said. "For the first year, we just wanted to get it going with pends on gifts. The project would as many troupes as possible. We wanted it to be a panorama, a festive occasion."



Jean-Michel Jarre stretching in the stand while workers prepare a floating stage for his two high-tech concerts this weekend in the Docklands.

By Joseph Fitchett International Herald Tribune

THE theatrical adage that "the show I must go on" takes on unexpected di mensions when it comes to Jean-Michel Jarre, the French composer of high-tech concerts. He has used Houston and NASA. Beijing and Shanghai, Lyon and Pope John Paul II as the settings for his concerts that can draw audiences of more than a million for a performance. On every occasion, Jarre is warned that his plans will never get official approval, that they are too costly, dangerous and far-fetched.

It is London's turn this weekend, but the 11th-hour drama turned out, as usual, to be worse than anyone could have imag-ined. Less than two weeks before the \$5 million concert was to go on last month, municipal officials told Jarre that they were banning the event on safety grounds.

Jarre says that the planners had con-fused his spectacle with a hard rock concert. His concert, called Destination Docklands, will turn East London's wharves into a scene from a science-fiction movie. To produce his ethereal, grandiose music, Jarre's orchestra of synthesizers and computers, rock musicians and a children's choir of 140 will perform on a specially built barge moored midstream in the Thames. Colossal projections, giant lasers, mounted on the old cranes and fireworks from warehouse roofs, will transform the

gaunt surroundings.
When Newham Borough Council barred the concert, Jarre was left with a payroil for 300 musicians and technicians, but Newham officials started taking even more heat with headline writers saying: "Can We REALLY Afford to Miss THIS?" and, the inevitable tabloid scoop, "The Incredi-ble Show That Newham Council Won't Let

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# Jean-Michel Jarre **Electrifying London**

Newham is part of the Docklands redevelopment that has become a symbol of Margaret Thatcher's often bitter economic recovery. The Docklands is Europe's largest urban renewal project, with high-tech nology businesses and luxury riverside apartments. The project will replace the rotting remnants of what used to be a busy harbor and is pushing out the old residents of London's impoverished East End. Amid this transition, Newham is still one of the poorest boroughs, so officials proved more open-minded when Jarre returned. Newham officials relented, approving two con-certs — Saturday and Sunday nights this weekend --- so that crowd control would be

Jarre seems to thrive on the suspense. "I like the 'Fitzcarraido' dimension," he said, referring to the movie about an obsessed empire-builder who has a boat hauled over a mountain range in Brazil to stage an opera on the Amazon river. His determination is all the more compelling because he does not need the shows for his popularity as a musician. His electronic music derided by some critics as arral wallpaper has enjoyed phenomenal sales. And groups as diverse as psychiatrists and choreographers use his music.

Although he couples new records with show concerts, he never goes on tour the way that pop musicians do. The costs of

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the events - which are only starting to attract corporate sponsors - are borne mainly by his record producer, Francis Dreyfus, and have to be recouped from film rights, video sales and tickets. To him it is more than just the money.

"I like the notion of something only happening once, like an acrobat's leap: you have to get it right, it's do or die." Jarre said on the phone from London. "The knowledge that there's no second chance creates the electricity between the performers and our audience."

People have learned to expect success from him. Increasingly, his brand of romantic pop music has expanded to incor-porate new sounds. "My shows really are a kind of modern opera," Jarre explains, pressing his vision with the persuasiveness that is part of his success. "You see, opera in the 19th century corresponded to the availability of heavy machines to make things happen to visualize the music, but our era's technology means that we can take the opera out of the building and project it on spaces that no one would have dreamed of subverting into a show."

With this kind of obsession, Jarre persuaded the Chinese authorities to let him become the first Western popular musician to perform after the Cultural Revolution. The film of the China concerts, in 1981, drew 30 million television viewers.

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"Rendez-vous" was a record and a con-cert in Houston in 1986, commemorating the 150th anniversary of Texas and the 25th anniversary of NASA, the U.S. space agency. In preparing the concert, Jarre got NASA to agree to let an astronaut. Ron MacNair, play a saxophone solo in space to be beamed down into the concert. Mac-Nair, with whom Jarre had grown very close, died in the Challenger explosion.

Despite the gloom in Houston after the accident, Jarre's concert drew an estimated 1.3 million spectators.

French officials tried to halt Jame's next project: Lighting up Lyon and filling the skies with music during the 1986 visit of Pope Jean Paul II. But his persuasive powers worked again, even Raymond Barre, the staid former French prime minister, eniovs Jarre's work.

Jarre turned to the Docklands because, he says, it symbolizes all the revolutions that have formed in this century: the Industrial Revolution, when the East End was a sweatshop for immigrant factory workers and the symbol of working class protest; then the cultural revolution embodied by London of the 60s; and now the micro-electronics and yuppies of the new Docklands — with, once again, the victims of change in Newham, an irony that Jame acknowledges.

With his record of problems, Jarre was hardly surprised to hear, the day he left Paris for the London concert, that Jacques Chirac, mayor of Paris, had canceled his concert on Bastille Day for the Bicentenary of the French Revolution. President François Mitterrand wants to move Jarre's concert to make way for a summit of seven Western heads of state. Jarre says that he will worry about that on Monday, after these two concerts.

### **PEOPLE**

Anna Strasberg Says Monroe Letter Is Hers

Lee Strasberg's widow is threat-ening to sue if a love letter from Marilyn Monroe to Monroe's one-time husband Joe DiMaggio is sold et-at an auction Oct. 25 in New York W. Anna Strasberg asserts that she is entitled to the letter, arguing that all personal items Monroe left were willed to her husband, the acting teacher. The letter, written by Monroe a few days before her death in 1962, surfaced recently.

WNBC, NBC's radio flagship for 62 years and once home to Jack Benny, Bob Hope, Fred Allen and the NBC Symphony conducted by Arturo Toscanini, went off the air on Friday as a result of a corporate takeover. The talk and music station, a clear-channel spot on the radio dial that was heard in American states at night, is being changed to an all-sports format. WNBC's signoff, announced last February, is the result of a \$6 bijlion deal in 1985 in which General Electric Co. bought RCA Corp., the parent company of NBC. 

The United States is to lend France the key to the Bastille to help celebrate next year's bicentennial of the French Revolution, the nial of the French Revolution, the U.S. Embassy said. The key, a gift from Marquis de Lafayette to General George Washington, is displayed on a wall at Mount Vermina, Washington's home in Vermina. The key locked a main door of the former prison that became a symbol of the French Revolution. Jee M. Rodgers, the U.S. ambassador to France, requested that the key be lent to France.

Even in its final day, the famed Schwab's Pharmacy in Los Angeles drew celebrities such as Charlton Heston and Meryl Streep before demolition crews began to make way for a \$50 million theater, shopping and dining complex. Holly-wood stars, studio chiefs and even President Ronald Reagan, who sent a telegram, bid a nostalgic farewell to their old haunt. Leon Schwab, the owner, closed the place in 1983.

Leonard Bernstein, who recently celebrated his 70th birthday with a gala party in Boston, will conduct the London Symphony Orchestra next Friday at a concert in Paris to benefit the American Center's planned new headquarters.

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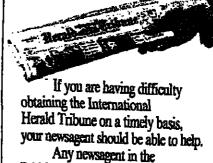
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